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Twenty Oil Companies Elevate Asset Values with Ten Hitting New Peaks

Of the 23 U.S. oil companies that have assets of $1-billion or more, almost all of them fattened up their corporate structures in 1990, from 1.3% to as much as 47.1%. Ten of the companies established new asset peaks in 1990, while others achieved peak performances two to eight years earlier.

Those that set new peaks in 1990 were Exxon, Amoco, Shell, Coastal, Amerada Hess, Pennzoil, Ashland, American Petrofina, Citgo and Diamond-Shamrock Marketing & Refining, a relatively new marketing-only restructure.

The others that improved their 1990 standings, vis a vis 1989, but did not set record highs in the process were Mobil, Chevron, Texaco, Arco, BP America, Phillips, Conoco, Unocal, Sun and Kerr-McGee. Marathon, Murphy and Total Petroleum were the only ones in the elite group that failed to add economic poundage to their frames in 1990.

On a percentage basis, the biggest increases were recorded by Citgo (47.1%) and Amerada Hess (31.9%). The biggest decreases were by Murphy (22.3%) and Total Petroleum (7.2%). Marathon also had a 1.7% decline, but this is a strong growth company so this can be regarded as more of an aberration than a lapse of any consequence.

Exxon, the nation's biggest oil company, continued to dominate everything in sight in 1990. Its assets rose 5.4%, from $83.2-billion in 1989 to $87.7-billion in 1990. For the record, this was the seventh consecutive year that Exxon has increased its total worth. If this pace of growth continues, it can be expected that Exxon will top the $100-billion mark long before the year 2000 gets here. Over the last six years, Exxon has increased its coporate dimensions by $18.5-billion.

While most of the oil companies continue to grow annually, some are down drastically from their peak years. For example, Texaco is down 31% from its all-time high of $37.8-billion in 1984 while Sun also is 30% smaller than its old self. Chevron, which headed for the stars in 1984 when it purchased the old Gulf Oil Co., is 23% smaller than its post-acquisition peak. Murphy is down substantially too. It is 23% smaller than it was in 1982 when its assets amounted to almost $3-billion.

Take all those percentage increases with a grain of salt, however. Consider, for example, that a one-year growth of 5.4% by Exxon represents about $4.5-billion in cash, and a 47.1% increase by Citgo is worth about $1-billion dollars. A 40% decrease by Murphy is depreciated to about $800-million.

Industry observers are not yet ready to concede that the big wheeler-dealer days of the '80s are over. A sign of the times, for example, could be Getty Oil's announcement that it has retained a New York broker to review the options it has at hand—buying, selling, merging or what-have-you. Citgo is on the prowl too, with a bag of Venezuelan money readily available. There was some talk that the two companies had already had informal contact. Both sides denied the rumor quickly—but such a deal would make one heckuva independent oil company if it actually came to pass.

There is much speculation about Southland Corp.'s restructuring now that a Japanese firm owns three-fourths of it. Southland is the convenience store industry's biggest marketer of gasoline. The Japanese firm ostensibly was interested primarily in the C-store assets but what's going to happen in the years ahead makes for interesting speculation.

Ranking the Top 23 Marketing Companies

Company	Total Assets		Gross Revenues		Net Income		Sales Ranking Among Top 500	
	1990	1989	1990	1989	1990	1989	1990	1989
Exxon	1	1	1	1	1	1	2	3
Mobil	2	2	2	2	5	5	5	6
Chevron	3	3	4	4	3	12	10	11
Amoco	4	4	5	5	6	6	12	12
Shell	5	5	6	6	10	8	14	13
Texaco	6	6	3	3	7	2	8	10
Arco	7	7	7	7	4	4	21	22
BP America	8	8	8	8	2	3	NR	NR
Phillips	9	9	11	9	11	13	27	30
Conoco	10	10	9	10	9	10	NR	NR
Marathon	11	12	10	13	8	9	NR	NR
Unocal	12	11	13	12	13	11	45	40
Coastal	13	13	14	11	16	15	51	45
Amerada Hess	14	15	17	16	12	17	68	69
Sun	15	14	12	15	15	19	37	46
Pennzoil	16	16	20	19	21	7	190	164
Ashland	17	17	15	14	17	20	56	58
Kerr-McGee	18	18	18	17	18	18	129	144
American Petrofina	19	20	19	18	19	16	124	148
Citgo	20	21	16	20	14	14	NR	105
Murphy	21	19	21	22	20	21	210	241
Total Petroleum	22	22	22	23	23	23	NR	NR
Diamond Shamrock	23	23	23	21	22	22	166	206

(a) As ranked by Fortune 500, April 1991.
NR - Not ranked by Fortune 500.

Major Oil Company 1990 Annual Reports

Financial

	Gross Sales–Operating Revenues (Add 000,000)			Net Income (Add 000,000)			Net Income % of Gross Sales	
Company	1990	1989	% Change	1990	1989	% Change	1990	1989
Amerada Hess	$7,081	$5,679	24.7%	$483	$476	1.5%	6.8%	8.4%
American Petrofina	3,978	3,036	31.0	126	119	5.9	3.2	3.9
Amoco	28,010	23,966	16.9	1,913	1,610	18.8	6.8	6.7
Ashland	8,498	7,989	6.4	182	86	111.6	2.1	1.1
Atlantic Richfield	18,008	15,351	17.3	2,011	1,953	3.0	11.2	12.7
BP America	18,620	16,298	14.2	2,631	2,188	20.2	14.1	13.4
Chevron	41,540	31,916	30.2	2,157	251	759.4	5.2	0.8
Citgo	7,643	4,941	54.7	99	161	(38.5)	1.3	3.3
Coastal	9,381	8,271	13.4	226	170	32.9	2.4	2.1
Conoco	16,367	12,682	29.1	1,078	538	100.4	7.0	4.0
Diamond Shamrock	2,708	2,091	29.5	77	28	175.0	2.9	1.3
Exxon	116,940	96,285	21.5	5,010	3,510	42.7	4.3	3.6
Getty*	1,263	1,184	6.6	(10)	23	—	—	1.9
Marathon	13,283	11,080	19.9	494	384	28.6	3.7	3.5
Mobil	64,472	56,188	14.7	1,929	1,809	6.6	3.0	3.2
Murphy	2,013	1,653	21.8	114	47	142.6	5.7	2.8
Phillips	13,603	12,384	9.8	779	219	255.7	5.7	1.8
Shell	24,790	21,948	12.9	1,036	1,405	(26.3)	4.2	6.4
Sun	13,270	11,168	18.8	229	98	133.7	1.7	0.9
Texaco	41,822	35,656	17.3	1,450	2,413	(40.0)	3.5	6.8
Unocal	10,645	10,056	5.9	401	260	54.2	3.8	2.6

---

*Fiscal year is Jan. 31, 1990 - Jan. 1, 1991.

Quarterly and Full-Year Earnings — 1990 vs. 1989

(Add 000,000)

Company	1st Qtr. 1990	2nd Qtr. 1990	3rd Qtr. 1990	4th Qtr. 1990	Full Year 1990	Full Year 1989	% Change
Exxon	$1,280.0	$1,110.0	$1,075.0	$1,555.0	$5,010.0	$3,510.0	42.7%
Mobil	400.0	498.0	379.0	651.0	1,928.0	1,809.0	6.6
Chevron	473.0	648.0	403.0	633.0	2,157.0	251.0	759.4
Amoco	466.0	379.0	530.0	538.0	1,913.0	1,610.0	18.8
Shell	203.0	161.0	227.0	446.0	1,036.0	1,405.0	(26.3)
Texaco	328.0	353.0	381.0	338.0	1,450.0	2,413.0	(39.9)
BP America	732.0	528.0	540.0	800.0	2,631.0	2,188	20.2
Arco	547.0	391.0	462.0	566.0	2,011.0	1,953.0	3.0
Phillips	259.0	105.0	178.0	237.0	779.0	219.0	255.7
Conoco	197.0	166.0	126.0	405.0	1078.0	538.0	100.4
Unocal	77.0	165.0	121.0	38.0	410.0	260.0	54.2
Marathon	242.0	315.0	278.0	338.0	1,138.0	987.0	15.3
Sun	71.0	115.0	25.0	18.0	229.0	98.0	133.7
Coastal	75.6	22.1	33.0	94.9	225.6	170.1	32.6
Amerada Hess	39.7	(72.1)	280.0	235.2	482.7	476.3	1.3
Pennzoil	33.7	4.8	26.4	29.9	93.8	103.5	(9.4)
Ashland*	(11.0)	1.0	100.0	59.1	149.1	182.0	(18.3)
Kerr-McGee	27.1	30.1	43.1	49.9	150.2	156.0	(3.7)
American Petrofina	26.2	53.8	26.5	19.6	125.5	119.1	5.4
Murphy	22.0	28.5	37.6	18.9	113.9	46.6	144.4
Citgo	46.3	84.1	37.4	84.2	252.0	1,970.0	27.9
Diamond-Shamrock	4.3	28.6	53.2	7.7	77.5	28.1	175.8
Total Petroleum	(12.3)	17.2	36.8	0.3	42.0	48.5	(12.9)

---

* Fiscal year ends Sept. 30, 1990; these are correct calendar year quarters.

Operating

Company	Net Crude Production b/d				Refinery Crude Runs b/d				Domestic Refined Product Sales	
	Domestic		Foreign		Domestic		Foreign			
	1990	1989	1990	1989	1990	1989	1990	1989	1990	1989
Amerada Hess	62,434	60,992	98,347	79,250	383,000	397,000	—	—	428,000	470,000
American Petrofina	22,500	22,378	—	—	175,000	165,000	—	—	—	234,406
Amoco	361,000	390,000	421,000	425,000	903,000	896,000	32,000	64,000	1,025,000	1,001,000
Ashland	1,843	2,084	40,018	33,540	138,042	125,304	187,158	178,915	363,733	345,903
Atlantic Richfield	638,300	660,000	67,100	70,100	401,100	401,900	—	—	440,000	435,500
BP America	737,000	784,000	585,000	628,000	699,000	717,000	1,080,000	1,133,000	925,000	898,000
Chevron	458,000	482,000	381,000	375,000	1,406,000	1,403,000	155,000	376,000	1,489,000	1,469,000
Citgo	—	—	—	—	51,000	71,640	218,000	209,981	633,000	517,000
Coastal	10,285	9,385	—	—	255,000	238,000	—	—	779,800	766,800
Conoco	118,000	112,000	283,000	285,000	409,000	396,000	238,000	222,000	490,000	451,000
Diamond Shamrock	—	—	—	—	144,765	129,990	16,765	28,546	184.557	179,661
Exxon	640,000	693,000	962,000	1,008,000	868,000	999,000	2,408,000	2,300,000	1,109,000	1,147,000
Marathon	126,100	143,500	71,000	65,100	567,200	554,000	—	—	689,000	666,000
Mobil	324,000	315,000	455,000	446,000	729,000	722,000	954,000	1,030,000	903,000	939,000
Murphy	13,449	14,902	25,589	29,150	101,312	96,687	22,628	25,594	106,568	103,671
Phillips	249,000	266,000	123,000	116,000	297,000	293,000	—	—	579,000	588,000
Shell	401,000	427,000	80,000	81,000	925,000	990,000	—	—	1,188,000	1,207,000
Sun	—	—	63,600	59,600	554,300	561,200	66,900	68,900	640,500	655,100
Texaco	458,000	480,000	352,000	353,000	679,000	619,000	706,000	737,000	858,000	809,000
Unocal	153,000	162,000	101,000	91,000	260,000	352,000	—	—	443,000	523,000

— indicates company does not have operations in this category.

Downstream in 1990 — Earnings Were A Mixed Bag

(Add 000,000)

Company	1st Qtr. 1990	2nd Qtr. 1990	3rd Qtr. 1990	4th Qtr. 1990	Full Year 1990	Full Year 1989	% Change
Exxon Total	$191	$574	$246	$306	$221	$1,098	(80)
Domestic	(28)	76	54	(24)	98	370	(74)
Foreign	219	498	192	330	123	728	(83)
Mobil Total	92	278	5	254	619	655	(6)
Domestic	39	58	(22)	21	96	319	70
Foreign	53	220	27	233	523	336	56
Chevron Total	130	448	35	150	763	134	469
Domestic	59	370	(53)	—	376	(82)	—
Foreign	71	78	88	150	387	216	79
Texaco Total	136	328	169	(15)	618	460	34
Domestic	30	171	108	(65)	244	78	213
Foreign	106	157	61	50	374	382	(2)
Amoco (Worldwide)	111	(125)	246	83	315	648	(51)
Shell	(21)	73	13	23	88	361	(76)
BP America	138	229	289	(17)	639	587	9
Arco	72	175	138	54	439	291	51
Phillips	36	73	51	15	175	176	—
Conoco	81	135	184	162	562	303	85
Sun	29	131	26	(15)	155	212	(27)
Marathon	77	263	142	69	551	405	36

Oil Company Rankings by Marketers With

(In billions of dollars)

Company	Assets (a)					
	1990	1989	1988	1987	1986	1985
Exxon	**87,707**	83,219	74,293	74,042	69,484	69,160
Mobil	41,665	39,080	38,820	40,272	39,412	41,752
Chevron	35,089	33,884	33,968	34,101	34,853	38,869
Amoco	**32,209**	30,430	29,919	25,122	27,706	25,198
Shell	**28,496**	27,599	27,169	17,571	26,214	26,528
Texaco	25,975	25,636	26,337	33,773	34,940	37,703
Arco	23,864	22,161	25,514	22,890	21,604	20,279
BP America	21,695	18,420	22,452	**22,807**	20,169	18,330
Phillips	12,130	11,256	11,968	12,111	12,403	10,045
Conoco	11,640	10,392	9,745	9,146	9,073	**14,155**
Marathon	11,332	**11,529**	8,966	9,091	11,022	10,074
Unocal	9,762	9,257	9,508	10,062	10,246	**10,797**
Coastal	**9,230**	8,773	7,865	7,889	7,887	8,258
Amerada Hess	**9,057**	6,867	5,372	5,305	4,914	6,219
Sun	9,000	8,699	8,616	12,580	12,396	**12,923**
Pennzoil	**5,261**	4,882	4,880	2,805	3,369	3,300
Ashland	**5,118**	4,456	4,254	4,074	3,805	3,928
Kerr-McGee	3,483	3,236	3,123	3,132	3,090	3,702
American Petrofina	**2,846**	2,505	2,356	1,836	1,777	1,817
Citgo	**2,334**	1,587	1,343	1,191	1,209	1,274
Murphy	2,137	**2,750**	2,068	2,067	1,980	2,661
Total Petroleum	1,160	**1,250**	N/A	N/A	N/A	N/A
Diamond-Shamrock*	**1,134**	1,027	843	N/A	N/A	N/A

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*This is the new Diamond-Shamrock Refining and Marketing Co.

(a) Boldface totals indicate peak years of individual companies in recent years; for other companies, see table below.

Source: Annual Reports of oil companies and other company data.

Assets — Peak Years vs. 1990

(In billions of dollars)

Company	Peak Year	Peak Year Total	1990 Total	% Change '90 vs. Peak
Exxon	1990	$87,707	$87,707	0.0
Mobil	1984	41,851	41,665	0.0
Chevron	1984	45,404	35,089	(22.7)
Amoco	1990	32,209	32,209	0.0
Shell	1990	28,496	28,496	0.0
Texaco	1984	37,774	25,975	(31.2)
Arco	1983	23,282	23,864	0.0
BP America	1987	22,807	21,695	(4.9)
Phillips	1984	16,955	12,130	(28.5)
Conoco	1985	14,155	11,640	(17.8)
Marathon	1989	11,529	11,332	(1.7)
Unocal	1985	10,797	9,762	(1.7)
Coastal	1990	9,230	9,230	0.0
Amerada Hess	1990	9,057	9,057	0.0
Sun	1985	12,923	9,000	(30.4)
Pennzoil	1990	5,261	5,261	0.0
Ashland	1990	5,118	5,118	0.0
Kerr-McGee	1983	3,806	3,473	(8.7)
American Petrofina	1990	2,846	2,846	0.0
Citgo	1990	2,334	2,334	0.0
Murphy	1982	2,990	2,137	(28.5)
Total Petrolem	1989	1,250	1,160	(7.2)
Diamond-Shamrock	1990	1,134	1,134	0.0

Source: Annual Reports of oil companies and other oil company data.

Assets of $1-Billion or More

% Change				Ranking by Year				
'90 vs. '89	'89 vs. '88	'88 vs. '87	'87 vs. '86	1990	1989	1988	1987	1986
5.4%	12.0%	0.3%	6.6%	1	1	1	1	1
6.6	0.7	(3.6)	2.2	2	2	2	2	2
3.6	0.1	(0.4)	(2.2)	3	3	3	3	4
5.8	1.7	19.1	6.0	4	4	4	6	5
3.3	1.6	(1.5)	5.2	5	5	5	5	6
1.3	2.7	(22.0)	(3.3)	6	6	6	4	3
7.7	0.4	(6.0)	6.5	7	7	7	7	7
17.8	3.0	1.6	13.1	8	8	8	8	8
7.8	(5.9)	(1.2)	(2.4)	9	9	9	11	11
12.0	6.2	6.5	(29.6)	10	10	10	13	10
(1.7)	3.1	(1.4)	(17.5)	11	12	12	14	13
5.4	(2.0)	(5.5)	(1.8)	12	11	11	12	14
5.2	11.4	(1.6)	1.3	13	13	14	15	15
31.9	27.8	1.3	8.0	14	15	15	16	16
3.5	1.0	(31.5)	1.5	15	14	13	10	12
7.8	N/A	59.7	(16.7)	16	16	16	19	19
12.3	4.8	4.4	7.1	17	17	17	17	17
7.3	6.7	(0.3)	1.4	18	18	18	18	20
13.6	6.3	28.3	3.3	19	20	19	21	22
47.1	18.2	12.8	(1.5)	20	21	21	22	23
(22.3)	33.0	0.0	4.4	21	19	20	20	21
(7.2)	N/A	N/A	N/A	22	22	23	—	—
10.4	21.8	N/A	N/A	23	23	22	—	—

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TV Ad Spending Slows Down in 1990

Several of the individual company changes were pretty spectacular in 1990, but on the over-all, network and spot television advertising by the oil industry in 1990 barely topped the all-time highs set the year before.

Network TV was up a scant 9% while Spot TV—the larger of the two markets—was up only 4%. True, the two totals exceeded $205.8 million in 1990, but that was only $5.8-million more in a field where millions are almost considered peanuts.

The Television Bureau of Advertising, which monitors the advertising expenditures of oil and other industries, generally considers the three big networks—ABC, CBS and NBC—the Network Segment and Spot TV as the regional commercials and sponsored programs.

Biggest spending increases in network and spot TV last year were Shell, up 3,000-plus percent in Network time, and Quaker State, also up 3,000-plus percent in Spot TV. TV usually gets about 75% of advertising dollars spent by oil companies.

Spot TV Spending

(Add 000)

Company	1990	1989	% Change
Chevron	19,699	16,744	18%
Exxon	15,175	16,776	(10)
Mobil	13,519	13,587	(1)
Amoco	13,040	14,672	(11)
Texaco	12,566	23,428	(46)
Pennzoil	11,946	4,017	197
Unocal	11,715	10,040	17
Atlantic Richfield	8,822	3,501	152
Burmah (Castrol)	8,616	6,342	36
Shell	8,589	16,317	(47)
Sun	8,299	7,084	17
British Petroleum	7,743	8,864	(11)
Amerada Hess	4,873	1,450	236
Ashland	4,542	6,611	(31)
Quaker State	3,963	115	3,346
Citgo	3,775	4,536	(17)
Phillips	3,440	2,056	67
Conoco	2,720	2,733	—
American Petrofina	2,407	1,290	87
Marathon	1,369	1,205	14
Total	$166,818	$161,168	4%

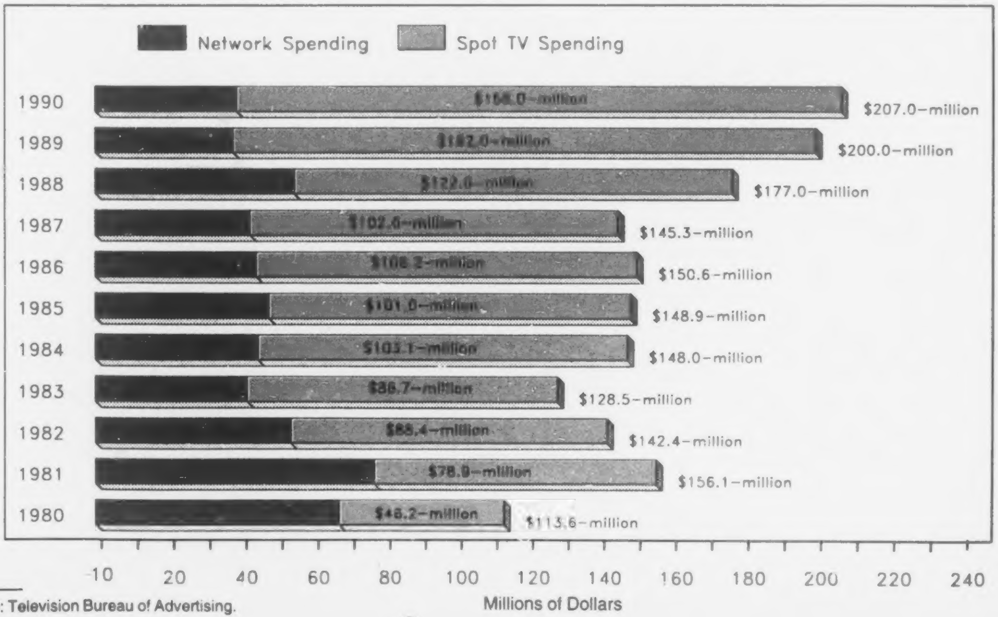
Network TV Spending

(Add 000)

Company	1990	1989	% Change
Ashland	$8,559	$8,692	(2%)
Burmah (Castrol)	7,186	8,423	(15)
Texaco	6,574	1,498	399
Shell	6,121	155	3,849
British Petroleum	3,863	2,182	77
Mobil	2,044	2,641	(23)
Conoco	1,624	—	—
Pennzoil	1,060	6,489	(84)
Quaker State	893	4,614	(81)
Ford (Motor Craft)	800	—	—
Marathon	138	—	—
Unocal	122	1,053	(88)
First Brands (STP)	52	—	—
Total	$39,036	$35,747	9%

Source: Television Bureau of Advertising, New York, from Arbitron Data 1990

Trends in Oil's TV Advertising Budgets



Source: Television Bureau of Advertising.

Current Automotive Registrations

State	Automobiles			Trucks and Buses			All Motor Vehicles			Motorcycles
	Registered 1989	Estimated 1990	% Chng.	Registered 1989	Estimated 1990	% Chng.	Registered 1989	Estimated 1990	% Chng.	Estimated 1990
Alabama	2,670,443	2,720,000	1.9	952,761	963,000	1.1	3,623,204	3,683,000	1.7	44,000
Alaska	230,608	233,000	1.0	133,135	135,000	1.4	363,743	368,000	1.2	8,000
Arizona	1,958,341	2,014,000	2.8	816,929	837,000	2.5	2,775,270	2,851,000	2.7	80,000
Arkansas	924,063	929,000	0.5	509,005	519,000	2.0	1,433,068	1,448,000	1.0	14,000
California	16,718,380	17,103,000	2.3	4,952,753	5,073,000	2.4	21,671,133	22,176,000	2.3	627,000
Colorado	2,289,827	2,355,000	2.8	864,011	889,000	2.9	3,153,838	3,244,000	2.9	113,000
Connecticut	2,492,238	2,514,000	0.9	158,905	158,000	-0.6	2,651,143	2,672,000	0.8	50,000
Delaware	402,666	408,000	1.3	118,925	123,000	3.4	521,591	531,000	1.8	8,000
Dist. of Col.	242,228	238,000	-1.7	16,706	16,000	-4.2	258,934	254,000	-1.9	3,000
Florida	8,972,724	9,239,000	3.0	2,234,180	2,293,000	2.6	11,206,904	11,532,000	2.9	206,000
Georgia	3,711,699	3,767,000	1.5	1,558,788	1,611,000	3.3	5,270,487	5,378,000	2.0	67,000
Hawaii	641,204	661,000	3.1	95,189	99,000	4.0	736,393	760,000	3.2	19,000
Idaho	616,496	631,000	2.4	422,549	403,000	-4.6	1,039,045	1,034,000	-0.5	42,000
Illinois	6,436,253	6,487,000	0.8	1,585,442	1,636,000	3.2	8,021,695	8,123,000	1.3	223,000
Indiana	3,176,080	3,222,000	1.4	1,146,222	1,192,000	4.0	4,322,302	4,414,000	2.1	93,000
Iowa	1,845,275	1,866,000	1.1	737,995	733,000	-0.7	2,583,270	2,599,000	0.6	174,000
Kansas	1,390,764	1,401,000	0.7	595,883	601,000	0.9	1,986,647	2,002,000	0.8	70,000
Kentucky	1,881,057	1,902,000	1.1	961,976	988,000	2.7	2,843,033	2,890,000	1.7	32,000
Louisiana	1,986,561	2,002,000	0.8	989,536	1,011,000	2.2	2,976,097	3,013,000	1.2	30,000
Maine	717,581	732,000	2.0	221,720	214,000	-3.5	939,301	946,000	0.7	39,000
Maryland	2,901,912	2,942,000	1.4	625,515	638,000	2.0	3,527,427	3,580,000	1.5	55,000
Massachusetts	3,305,207	3,286,000	-0.6	499,251	501,000	0.4	3,804,458	3,787,000	-0.5	53,000
Michigan	5,576,753	5,628,000	0.9	1,561,830	1,582,000	1.3	7,138,583	7,210,000	1.0	175,000
Minnesota	2,567,455	2,617,000	1.9	715,837	724,000	1.1	3,283,292	3,341,000	1.8	112,000
Mississippi	1,427,136	1,452,000	1.7	439,945	450,000	2.3	1,867,081	1,902,000	1.9	27,000
Missouri	2,725,908	2,741,000	0.6	1,118,074	1,149,000	2.8	3,843,982	3,890,000	1.2	59,000
Montana	441,264	452,000	2.4	299,933	306,000	2.0	741,194	758,000	2.3	27,000
Nebraska	896,340	913,000	1.9	465,384	474,000	1.9	1,361,724	1,387,000	1.9	22,000
Nevada	580,872	591,000	1.7	244,851	256,000	4.6	825,723	847,000	2.6	17,000
New Hampshire	739,347	754,000	2.0	196,295	201,000	2.4	935,642	955,000	2.1	36,000
New Jersey	5,154,365	5,130,000	-0.5	481,965	463,000	-3.9	5,636,330	5,593,000	-0.8	84,000
New Mexico	805,599	820,000	1.8	488,922	499,000	2.1	1,294,521	1,319,000	1.9	34,000
New York	8,705,834	8,807,000	1.2	1,314,705	1,350,000	2.7	10,020,539	10,157,000	1.4	196,000
North Carolina	3,646,514	3,712,000	1.8	1,466,710	1,514,000	3.2	5,113,224	5,226,000	2.2	54,000
North Dakota	374,458	370,000	-1.2	261,737	259,000	-1.0	636,195	629,000	-1.1	20,000
Ohio	7,766,905	7,567,000	-2.6	1,747,013	1,824,000	4.4	9,513,918	9,391,000	-1.3	248,000
Oklahoma	1,668,691	1,679,000	0.6	899,763	913,000	1.5	2,568,454	2,592,000	0.9	57,000
Oregon	1,790,574	1,831,000	2.3	588,177	609,000	3.5	2,378,751	2,440,000	2.6	64,000
Pennsylvania	6,347,133	6,418,000	1.1	1,562,246	1,609,000	3.0	7,909,379	8,027,000	1.5	168,000
Rhode Island	555,665	554,000	-0.3	114,911	115,000	0.1	670,576	669,000	-0.2	29,000
South Carolina	1,840,479	1,895,000	3.0	628,461	660,000	5.0	2,468,940	2,555,000	3.5	30,000
South Dakota	417,105	425,000	1.9	288,281	297,000	3.0	705,386	722,000	2.4	29,000
Tennessee	3,451,763	3,533,000	2.4	863,939	876,000	1.4	4,315,702	4,409,000	2.2	83,000
Texas	8,561,270	8,649,000	1.0	4,003,285	4,059,000	1.4	12,564,555	12,708,000	1.1	175,000
Utah	796,102	806,000	1.2	378,759	385,000	1.6	1,174,861	1,191,000	1.4	26,000
Vermont	341,377	348,000	1.9	120,227	122,000	1.5	461,604	470,000	1.8	18,000
Virginia	3,736,193	3,807,000	1.9	1,123,535	1,175,000	4.5	4,859,728	4,982,000	2.5	57,000
Washington	2,876,438	3,002,000	4.4	1,213,692	1,289,000	6.2	4,090,130	4,291,000	4.9	126,000
West Virgina	822,395	823,000	0.1	391,555	399,000	1.9	1,213,950	1,222,000	0.7	17,000
Wisconsin	2,669,060	2,744,000	2.8	801,948	823,000	2.6	3,471,008	3,567,000	2.8	216,000
Wyoming	286,841	290,000	1.1	199,748	203,000	1.6	486,589	493,000	1.3	18,000
Total	**143,081,443**	**145,010,000**	**1.3**	**44,179,104**	**45,218,000**	**2.4**	**187,260,547**	**190,228,000**	**1.6**	**4,274,000**

Source: Federal Highway Administration, Table SS89-4, Selected Highway Statistics, published October 1990.

Estimated Licensed Drivers, by Sex and States, 1989 and 1990

(Add 000)

	1989 (Actual)				1990 (Estimated)			% Change — Total Drivers	
State	Male	Female	Total	% Male Drivers	Male	Female	Total	1990 vs 1989	1989 vs 1988
Alabama	1,447,324	1,396,263	2,843,587	50.90	1,459	1,407	2,866	0.8	0.8
Alaska	164,852	135,148	300,000	54.95	166	136	302	0.7	0.7
Arizona	1,216,510	1,155,078	2,371,588	51.30	1,242	1,179	2,421	2.1	2.1
Arkansas	881,121	829,832	1,710,953	51.50	891	839	1,730	1.1	1.1
California	10,334,786	9,224,949	19,569,735	52.86	10,551	9,408	19,959	2.0	2.0
Colorado	1,130,751	985,175	2,115,926	53.44	1,140	993	2,133	0.8	0.8
Connecticut	1,213,770	1,160,047	2,373,817	51.13	1,225	1,170	2,395	0.9	0.9
Delaware	236,927	241,695	480,622	49.71	242	245	487	1.3	1.3
Dist. of Col.	215,992	178,352	394,344	54.77	217	180	397	0.7	0.6
Florida	4,780,965	4,225,284	9,006,249	53.08	4,891	4,322	9,213	2.3	2.3
Georgia	2,181,110	2,136,456	4,317,566	50.52	2,246	2,201	4,447	3.0	3.0
Hawaii	355,586	301,570	657,156	54.11	359	305	664	1.0	1.1
Idaho	366,506	339,966	706,472	51.88	372	345	717	1.5	1.5
Illinois	3,676,082	3,529,074	7,205,156	51.02	3,713	3,564	7,277	1.0	1.0
Indiana	1,969,140	1,868,890	3,868,030	51.31	1,980	1,880	3,860	0.6	0.6
Iowa	928,475	993,154	1,921,629	48.32	942	1,008	1,950	1.5	1.5
Kansas	844,956	858,842	1,703,798	49.59	858	873	1,731	1.6	1.6
Kentucky	1,230,559	1,161,493	2,392,052	51.44	1,246	1,177	2,423	1.3	1.3
Louisiana	1,295,599	1,278,355	2,573,954	50.33	1,300	1,282	2,582	0.3	0.3
Maine	442,055	444,857	886,912	49.84	448	451	899	1.4	1.4
Maryland	1,572,255	1,525,660	3,097,915	50.75	1,605	1,558	3,163	2.1	2.1
Massachusetts	2,184,474	2,073,368	4,257,842	51.30	2,228	2,115	4,343	2.0	2.0
Michigan	3,220,385	3,201,646	6,422,031	50.15	3,227	3,208	6,435	0.2	0.2
Minnesota	1,249,217	1,180,034	2,429,251	51.42	1,254	1,185	2,439	0.4	0.4
Mississippi	938,863	902,977	1,841,840	50.97	955	919	1,874	1.7	1.7
Missouri	1,785,909	1,750,775	3,536,684	50.50	1,806	1,770	3,576	1.1	1.1
Montana	327,623	270,015	597,638	54.82	328	271	599	0.2	0.3
Nebraska	536,296	528,500	1,064,796	50.37	544	537	1,081	1.5	1.5
Nevada	416,623	377,444	794,067	52.47	426	386	812	2.3	2.3
New Hampshire	407,763	401,626	809,389	50.38	414	408	822	1.6	1.6
New Jersey	2,954,951	2,660,151	5,615,102	52.63	2,993	2,695	5,688	1.3	1.3
New Mexico	552,659	510,147	1,062,806	52.00	558	516	1,073	1.0	1.0
New York	5,452,089	4,725,906	10,177,995	53.57	5,512	4,778	10,290	1.1	1.1
North Carolina	2,251,910	2,232,197	4,484,107	50.22	2,297	2,276	4,573	2.0	2.0
North Dakota	215,949	209,253	425,202	50.79	216	210	426	0.2	0.1
Ohio	3,741,111	3,628,710	7,369,821	50.76	3,749	3,636	7,385	0.2	0.2
Oklahoma	1,147,048	1,145,819	2,292,867	50.03	1,165	1,164	2,329	1.6	1.6
Oregon	1,147,538	1,042,116	2,189,654	52.41	1,161	1,055	2,216	1.2	1.2
Pennsylvania	4,062,957	3,733,658	7,796,615	52.11	4,088	3,756	7,844	0.6	0.6
Rhode Island	340,811	334,890	675,701	50.44	350	343	693	2.6	2.7
South Carolina	1,173,190	1,165,470	2,338,660	50.17	1,195	1,188	2,383	1.9	1.9
South Dakota	251,058	241,408	492,466	50.98	251	242	493	0.1	0.1
Tennessee	1,703,265	1,728,754	3,432,019	49.63	1,726	1,751	3,477	1.3	1.3
Texas	5,726,226	5,377,285	11,103,511	51.57	5,743	5,394	11,137	0.3	0.3
Utah	515,215	512,148	1,027,363	50.15	522	519	1,041	1.3	1.3
Vermont	212,038	197,859	409,897	51.73	214	200	414	1.0	1.2
Virginia	2,141,429	2,092,145	4,233,574	50.58	2,180	2,130	4,310	1.8	1.8
Washington	1,674,385	1,598,556	3,272,941	51.16	1,698	1,621	3,319	1.4	1.4
West Virginia	686,949	619,496	1,306,445	52.58	690	622	1,312	0.4	0.4
Wisconsin	1,688,901	1,605,156	3,294,057	51.27	1,699	1,615	3,314	0.6	0.6
Wyoming	174,269	159,224	333,493	52.26	178	163	341	2.3	2.3
Total	**85,378,422**	**80,176,873**	**165,555,295**	**51.57**	**86,460**	**81,195**	**167,655**	**1.3**	**1.3**
Percent Change From Prior Year	**1.5**	**1.9**	**1.7**	—	—	—	—	—	—

Source: Federal Highway Administration, Table SS89-6, Selected Highway Statistics, published October 1990.

1989 Relationships by Population, Drivers

State	Resident Population (1,000)	Licensed Drivers per 1,000 Resident Population	Registered Motor Vehicles per 1,000 Resident Population	Gal. of Fuel per Vehicle	Miles per Gallon	Annual Miles per Vehicle	Vehicle Miles per Licensed Driver
Alabama	4,118	691	880	718	15.66	11,251	14,336
Alaska	527	569	690	716	14.91	10,686	12,957
Arizona	3,556	667	780	730	17.19	12,545	14,680
Arkansas	2,406	711	596	1,121	12.70	14,245	11,931
California	29,063	673	746	688	16.85	11,604	12,851
Colorado	3,317	638	951	528	16.55	8,744	13,033
Connecticut	3,239	733	819	600	16.47	9,876	11,030
Delaware	673	714	775	747	16.54	12,358	13,412
Dist. of Col	604	653	429	764	17.26	13,185	8,657
Florida	12,671	711	884	596	16.30	9,715	12,089
Georgia	6,436	671	819	818	17.55	14,364	17,534
Hawaii	1,112	591	662	527	19.97	10,524	11,793
Idaho	1,014	697	1,025	542	14.95	8,106	11,921
Illinois	11,658	618	688	736	13.77	10,135	11,283
Indiana	5,593	686	773	765	16.99	13,000	14,641
Iowa	2,840	677	910	645	13.54	8,737	11,746
Kansas	2,513	678	791	772	14.28	11,030	12,861
Kentucky	3,727	642	763	812	13.94	11,314	13,447
Louisiana	4,382	587	679	769	16.58	12,740	14,730
Maine	1,222	726	769	746	16.75	12,498	13,236
Maryland	4,694	660	751	686	16.09	11,034	12,564
Massachusetts	5,913	720	643	703	17.27	12,147	10,854
Michigan	9,273	693	770	661	16.92	11,191	12,440
Minnesota	4,353	558	754	697	16.33	11,389	15,393
Mississippi	2,621	703	712	810	15.13	12,262	12,431
Missouri	5,159	686	745	861	14.54	12,510	13,597
Montana	806	741	920	714	15.59	11,131	13,804
Nebraska	1,611	661	845	693	14.61	10,120	12,942
Nevada	1,111	715	743	896	12.71	11,394	11,848
New Hampshire	1,107	731	845	614	17.09	10,494	12,131
New Jersey	7,336	765	768	683	15.57	10,627	10,667
New Mexico	1,528	696	847	767	15.95	12,235	14,903
New York	17,950	567	558	624	16.96	10,584	10,420
North Carolina	6,571	682	778	751	15.86	11,906	13,576
North Dakota	660	644	964	649	14.18	9,194	13,756
Ohio	10,907	676	872	611	14.53	8,873	11,455
Oklahoma	3,224	711	797	772	16.55	12,784	14,321
Oregon	2,820	776	844	687	15.81	10,854	11,792
Pennsylvania	12,040	648	657	693	15.30	10,602	10,755
Rhode Island	998	677	672	626	16.06	10,051	9,975
South Carolina	3,512	666	703	828	16.04	13,277	14,017
South Dakota	715	689	987	642	14.80	9,504	13,613
Tennessee	4,940	695	874	715	14.79	10,575	13,298
Texas	16,991	653	739	777	16.34	12,695	14,366
Utah	1,707	602	688	724	16.37	11,844	13,544
Vermont	567	723	814	687	18.17	12,489	14,065
Virginia	6,098	694	797	726	16.82	12,210	14,016
Washington	4,761	687	859	636	16.61	10,570	13,209
West Virginia	1,857	704	654	812	15.16	12,307	11,436
Wisconsin	4,867	677	713	712	17.45	12,413	13,080
Wyoming	475	702	1,024	962	12.28	11,817	17,242
Total	**247,843**	**668**	**756**	**704**	**15.98**	**11,252**	**12,727**

Source: Federal Highway Administration, Table SS89-19, Selected Highway Statistics, published October 1990.

Gasoline and Motor Oil Brand Names

Gasoline	Motor Oil
Ada Resources	
Phillips (r,ur,up)	Mobil Lubricants
Conoco (r,ur,up)	Amoco Lubricants
Citgo (r,ur,up)	Phillips Trop Artic
	Phillips Super HD
	Conoco High Performance Heavy Duty
	Conoco Fleet
	Unocal Guardol
	Unocal Super
Agway Petroleum Corp.	
Agway (r,ur,up,usp, d,pd)	Agway
	Agway Super Diesel
Power Champ (r,ur,up)	Agway Diesel
	Agway Super Premium
	Agway Premium
	Agway Utility
American Petrofina, Inc.	
Fina (r,ur,usp)	Fina Ultra Supreme
	Fina KAPPA XHD Universal Plus
	Fina Universal Plus
Amoco Corp.	
Amoco (r,ur with Ethanol, u Silver, u Ultimate)	Amoco-Amolube
	Amoco 200
	Amoco 300
	Amoco 400
	Amoco 21C
	Amoco Turbo
	Amoco LDO
	Amoco Ultimate
Anchor Gasoline Corp.	
Canal (r,ur,up)	Sun
Bayou (r,ur,up)	
Arco Products Company	
Arco (r,ur,usp)	Arco
EC-1, EC-p	Arco Fleet 69 Plus
	Arco Supreme
	Arco Graphite III
Arkansas Valley Petroleum	
Superclean (ur,up,usp)	
Sunoco (r,p,sp)	
Economy (r)	
Truman Arnold Cos.	
(unbranded)	Conoco
	Citgo
	Texaco
Ashland Oil, Inc.	
	Valvoline
Atlantic Refining and Marketing Corp.	
Atlantic (r,ur,up.usp)	Atlantic-Special
	Atlantic-Premium
	Atlantic-SuperPremium
ARCO	
Arco (r,rec-1,u,usp)	ARCO
	ARCO S3 Plus
	ARCO Graphite III
Aztex Enterprises	
Citgo (ur,Advantage Performer)	Citgo
Bagwell Oil Co., Inc.	
Unocal 76	Unocal 76
Chevron	Chevron
BP	BP
Bedford Valley Petroleum Corp.	
Amoco (ur,up)	Amoco
Chevron (ur,up)	Chevron
	Quaker State
	Kendall
	Pennzoil
	Texaco
Beneto, Inc.	
Exxon	
Bostick Brothers, Inc.	
Citgo (r,ur,up)	Conoco
Texaco (r,ur,up)	Texaco
	Shell
BP America Inc.	
Sohio/Boron (ur,up,usp)	BP All Season
Gulf (r,ur,up)	BP Premax
BP (r,ur,up,usp)	BP Nitrex Super Premium
	Vanellus-Commercial Vehicle
Bradley Petroleum Inc.	
Sinclair (r,ur,up)	Sinclair
Bradley (r,ur,up)	Pennzoil
	Quaker State
Bray Terminals, Inc.	
Citgo (r,ur,p,up,sp,usp,o)	Chevron
	Citgo
	Castrol
Brennan Petroleum Co.	
Mobil (r,ur,up)	Mobil
Browning Oil Co.	
Shell (RU 2000, SR 2000, SU 2000)	Shell
Rally (r,ur,up)	
Buhrmaster Engergy Group	
Atlantic (r,ur,up)	Magnum
	Atlantic
	Wolf's Head
Dennis K. Burke Inc.	
	Fleetline
	Citgo
	Texaco
	Shell
	Castrol
	Chevron
Bursaw Oil Corp.	
Mobil (r,ur,up)	Mobil
Texaco (r,ur,up)	Texaco
C.S.C. Oil Co.	
CSC (r, ur, up)	
Campbell Oil Co.	
Shell (r, ur, p)	Shell
Uno-Ven	Uno-Ven
Sunoco	Sun
Cannon Oil Corp.	
Cannon (ur,up,usp, d)	Cannon 10W40
	Cannon 10W50
	Cannon HD
	Cannon Regular
	Cannon 50-1 Outboard
Cel Oil Products Corp.	
Unocal (ur,up,usp)	Unocal
CENEX	
Cenex (stay clean,ur, up,usp)	Golden D
	Super Lube 518
	Super Lube XL
	CENEX Hi-Tech.
	CENEX TC-502
Center Independent Oil Co.	
Citgo	Citgo
	Castrol
	Vavoline
	Quaker State
	Pennzoil
	Wolf's Head
Certified Oil Co.	
(ur,up,usp)	Certified
Champlain Oil Co.	
Citgo	Citgo
Texaco	Quaker State
Gulf	BP
BP	Castrol
Chapman Inc.	
Texaco (r,ur,p,up,sp,usp)	
Charter Marketing Co.	
Charter (r,ur,up)	
Chevron Corp.	
Chevron (r,ur,up,usp)	Chevron Supreme
	Chevron ATF Type F
	Standard ATF Type F
	Chevron Dexron II(ATF)
	Chevron DELO Multigrade Heavy Duty
Circle K Corp.	
Major Brands	Pennzoil
Aero (r,ur,up,usp)	Quaker State
	Various
CITGO Petroleum Corp.	
Citgo Regular (r,ur)	Citgo Non-detergent
The Performer Premium(r,ur)	Citgard 500
	Citgard 600
Citgo Advantage	Citgard Special
Mid-grade (o)	Citgo Supergard
Clark Oil & Refining Corp.	
(r,extra,up)	Clark H.D. 30
	Clark Premium 5W30
	Clark Premium 10W40
	Clark Premium 10W30
The Coastal Corporation	
Coastal (r,ur,p,up,sp,usp,o)	Uni-Lube
Coastal Unilube, Inc.	
	Unilube
	Duplex
	GRC
	Unipro
The Coen Oil Co.	
Amoco	Amoco
Union	Union
Mobil	Mobil
Citgo	Citgo
Pennzoil	Pennzoil
	Quaker State
	Valvoline
Colonial Oil Industries, Inc.	
Enmark (no-lead,	Enmark
Sterling Plus	
Golden Premium	
Big Red	
Diesel	

KEY:

Gasoline:

(r)	**Regular**
(ur)	**Unleaded Regular**
(p)	**Premium**
(up)	**Unleaded Premium**
(sp)	**Super Premium**
(usp)	**Unleaded Super Premium**
(d)	**Diesel**
(o)	**Other**

Motor Oils:

Brand names are listed lowest-price grade first.

Gasoline	Motor Oil
Comet Oil Co.	
(up,ur,us)	Quaker State
Como Oil Co.	
Phillips 66 (r,ur,p,up)	Phillips Shell
Conoco Inc.	
Conoco (r,ur,up,usp)	Tracon Fleet Super HP Naling HP Turbo HP Xtreem
Consumers Gasoline Stations, Inc.	
Scot (r,ur,up,o)	
Consumers (r,ur,up,o)	
Convenient Petroleum Corp.	
Citgo (r,ur)	Citgo
Texaco (r,ur)	Texaco
Sunoco (r,ur)	Sunoco
Cook & Cooley, Inc.	
Texaco (r,ur,up)	Havoline Texaco
Crockett Oil Co.	
Conoco	Conoco Shell Texaco(Havoline) Phillips Pennzoil Sun Mobil
Crown Central Petroleum Corp.	
Crown (r,ur,up,usp,d)	Crown All-Season 10W40 & 10W30 Crown Quality SAE 30 Crown Dextron II ATF
Crystal Flash Petroleum	
Crystal Flash (ur,up,usp,o,d)	Citgo
Curtis Parker Oil Co., Inc.	
Conoco (ur,usp)	Fleet Super Tracon
K.E. David Ltd.	
Citgo (r,ur)	
DeBlois Oil Co.	
Texaco (ur,up,usp)	Texaco/Havoline
Citgo (ur,up,usp)	Sunoco
Sunoco (ur,up,usp)	Citgo
Diamond Shamrock Refining & Mfg. Co.	
Diamond Shamrock (r,ur,usp,GTC,RG87) (Reformulated gasoline in Colorado only)	Triple Action Equa Flow Dextron 2/Mercon ATF
Dickey, Inc.	
	Conoco Texaco
Drakes Refining Stations	
Unino 76 (r,ur,up)	Kendall Quaker State Pennzoil
East Coast Oil Corp.	
East Coast (r,ur,up)	
Emro Marketing Co.	
(ur,up,usp)	Titan
Englefield Oil Co.	
Gulf (r,ur)	Duke
Marathon (r,ur)	Gulf
Mobil (r,ur)	Marathon Mobil Shell Valvoline

Gasoline	Motor Oil
Este Oils Co.	
Mobil (r,ur,up)	Mobil
Este (r)	Citgo
Exxon Company, U.S.A.	
Exxon (r,ur,)	Superflo:
Exxon Plus (up)	High Performance
Exxon Supreme (usp)	Single Grades
	Multi-Grades
	Supreme Performance
Farm & Home Oil Co.	
Texaco (ur,up,usp,d)	Texaco
Amoco (ur,up,usp)	Amoco
Exxon (ur,up,usp)	Exxon
BP	BP
Farmland Industries	
Farmland (r,ur,up,o)	Farmland Double Circle
Fas-Stop, Inc.	
APCO (r,ur)	
Fleetman Inc.	
Fuelman (r,ur,up,d)	Oilman
F.O. Fletcher Oil, Inc.	
Veltex (r,ur)	
Price-Less (r,ur)	
Fortmeyer Inc.	
Pennzoil(r,ur,p,up,sp,usp,o)	Citgo
Ashland(r,ur,p,up,sp,usp,o)	Arco
	Kendall
Foster Oil Co.	
Union 76 (r,ur,usp)	Unocal
Boron (ur)	Boron BP Pennzoil Mobil
Franko Oil Co.	
Arco	Arco
Fuel-Link Inc.	
FuelLink (r,ur,up,usp,d)	Chevron Delco
Friends Convenience Stores	
Shell (RU 2000 SR2000, SU2000)	Shell
H.N. Funkhouser & Co.	
Texaco (r, ur)	Kendall
Exxon (r,ur,up)	Texaco Havoline Exxon Superflow
Gard Corp.	
	Gard
Geldbach Petroleum Co., Inc.	
Mobil	Mobil
General Oil Co.	
Sinclair (r,ur,up)	
Getty Petroleum Corp.	
Getty (ur,up,usp)	Getty
Global Petroleum Corp.	
Mobil Sun Conoco Global King Coastal	
Godwin Oil Co.	
Texaco Phillips	
Golden Gate Petroleum Co.	
BP (r,up,d)	Chevron Texaco Union Mobil Shell

Gasoline	Motor Oil
Golub Corp.	
Gulf (ur,up)	Gulf Mobil
Gresham Petroleum Co.	
Amoco (r, ur, up, d)	Amoco
Chevron (ur,up)	Chevron
Gulf Oil	
Gulf (r, ur, usp)	Gulflube Super Duty Gulfpride
Gull Industries Inc.	
Gull (r, ur, up)	
Harris Oil Co.	
Shell	Shell
Arco	BP
BP Pacific Pride	
Hawaiian Independent Refinery Inc.	
Gas Express	Valvoline
Highway Oil, Inc.	
Regular unleaded	Workingman's Friend
Premium unleaded Diesel	
Angus I. Hines Inc.	
Sentry (r,ur,up,d)	Sentry Shell Texaco Citgo
Horkey Oil Co., Inc.	
Shell (r,ur,SU2000,) RU2000)	Shell Pennzoil Quaker State
Horn Distributing Co., Inc.	
Exxon	
Hough Petroleum	
Citgo (r,ur,up)	Gulf
Gulf (r,ur,up)	Exxon
Atlantic (r,ur,up)	Pennzoil Citgo Atlantic
Hub-Langle Fuel Corp.	
Hess United BP Ashland NOCC	
Hucks Convenience Stores	
Hucks	Private
Shell	Pennzoil
Amoco	Havoline
Chevron Phillips	
Hudson Farris Corp.	
APCO	Pennzoil Havoline Valvoline Phillips Quaker State Total
Hughes Energy Inc.	
Mobil	Mobil Emblem
Hull Oil Co.	
Chevron	Chevron (r,ur,p,up,sp,usp,o)
Hull (r,ur,p,up,sp,usp,o)	
Hunt Refining Co.	
Parade (r,ur,up)	
Huntley Jiffy, Inc.	
Huntley-Jiffy	Huntley-Jiffy
Phillips Citgo	

Gasoline	Motor Oil
J.D. Street & Co., Inc.	
Fina (r,ur,up,o)	High Performance
Sunoco (r,ur,up,o)	
Citgo (r,ur,up,o)	
Jacobus Petroleum Products Inc.	
Phillips (r,ur,up)	Phillips
Uno-Ven (r,ur,up)	Uno-Ven
Citgo (r,ur,up)	Citgo
Marathon (r,ur,up)	Marathon
Jiffy Stop, Inc.	
Citgo	Citgo
Unocal	Unocal
Phillips	Phillips
Marathon	Marathon
	Rotella Shell
	Texaco
J&L Oil, Inc.	
J&L (ur,up,usp)	J&L non-detergent
	5W30
	10W30
	10W40
	ATF
Johnson Products, Inc.	
Citgo	Getty
Getty	Citgo
	Texaco
	Mobil
Kellett Oil Co.	
Texaco (r,ur,p,up,sp,usp)	GRC
	Texaco
Phillips 66 (r,ur,p,up,sp,usp,o)	
Sinclair (r,ur,p,up,sp,usp)	
Kelley Williamson Co.	
Mobil (ur,up)	Citgo
Phillips (ur,up)	Mobil
	Kendall
	Shell
	Quaker State
	Good wrench
	Mopar
Kelso Oil Co., Inc.	
Pride (r,ur,up,usp)	Kendall
Phillips 66 (r,ur,up)	Quaker State
Kent Distributors, Inc.	
Diamond Shamrock	Shamrock
Phillips 66	Phillips 66
	Quaker State
	Pennzoil
Kerr-McGee Refining Corp.	
Power Max (r,ur,up)	Valu Lube
Power Max Formula 4	Heavy Duty
	Blue Max
	Blue Velvet
Kickapoo Oil Co., Inc.	
Kickapoo (r,ur,p,up,d)	Kickapoo
	Pennzoil
Kimber Petroleum Corp.	
Amoco	Amoco
Mobil	Mobil
Kingston Oil Supply Corp.	
Mobil	Mobil
Getty	
Kirschner Bros. Oil Co.	
Chevron	
Getty	
Krause Gentle Corp.	
Conoco	
Amoco	
Pennzoil	
Quaker State	
Kunz Oil Co.	
Kolh	
Phillips	
Lake Shore Petrocorp	
Phillips 66 (r, ur)	Phillips Trop Artic
Marathon (r, ur)	Phillips All Season
Carlos R. Leffler	
(ur,up,usp)	Texaco
	Shell
	Chevron
	Mobil
	Gulf
	Aro
H. C. Lewis Oil Co.	
Exxon (r, ur, usp)	Exxon
Lewco (ur,up,usp)	Hydrotek
The Lyden Company	
Amoco (r,ur,usp,d)	Amoco
Union	Quaker State
	Valvoline
Marathon Petroleum Co.	
Mile Maker (r)	V.E.P
Extra M	All Season
Super M (p)	Multi-Power-3
Ameraclean-all grades	Endurance
(Reformulated Gasoline, Detroit area only)	Marine-Terrain Master
Martin Oil Marketing, Ltd.	
Martin (r,ur,usp,o,d)	Martin All Season
	5W30
	10W30
	10W40
McDowell Oil Service/Time Markets, Inc.	
Exxon (ur,up,usp)	
McLeleer Oil, Inc.	
Unocal 76	Kendall
Marathon	Unocal 76
Sunoco	Marathon
	Sunoco
Merchants Oil Inc.	
Sinclair (r,ur,p,up,sp,usp)	Sinclair
Sav-o-Mat	Shell
Merit Oil Corp.	
Merit (r,ur,up)	Merit Special
	Merit 10W30
	Merit 10W40
	Merit ATF
Merritt Truax, Inc.	
Texaco	Major Brands
Arco	
Shell	
Chevron	
MFA Oil Co.	
MFA Oil	MFA Oil
Kerr-McGee	
M.G.S. Oil, Petroleum & General Trading Corp.	
Marathon (r,ur, usp,d)	Marathon 20W50
	Marathon 15W40
	Marathon W20 & 30
	Arco W20 & 30
Midwest Petroleum Co.	
Fina (ur,up,us)	Fina
Shell ((RU 2000, SR 2000 SU 2000)	Pennzoil
	Shelll
Mid-Missouri Oil Co.	
Shell (ur,up,usp)	Shell
Citgo (r,ur,up,usp)	Citgo
Miller Enterprises, Inc.	
Unocal (r,ur,p,up,sp,usp,o)	
Phillips (r,ur,p,up,sp,usp,o)	
Miller Oil Co.	
Exxon (r,ur,up)	
Citgo (r,ur,up)	
Amoco (ur,up)	
Missouri Terminal Oil Co.	
Fina (r,ur,p,up,sp,usp,o,d)	Fina
Conoco (r,ur,up)	Chevron
	Conoco
	Citgo
Mobil Oil Corp.	
Mobil Unleaded	Mobil Regular
Mobil Special	Mobil Heavy Duty
Mobil Super Unleaded +	Mobil Super
	Mobil Delvac
	Mobil 1
Munro Petroleum & Terminal Corp.	
Shell	Shell
MP	MP
Murphy Oil USA, Inc.	
Spur (ur,usp)	
Musket Corp.	
Independent	Major Brands
National Convenience Stores, Inc.	
Stop N Go (r,ur,usp)	
Turbo go Premium	
National Oil & Gas Inc.	
Phillips (r,ur,p,up,sp,usp)	Marathon
Marathon (r,ur,p,up,sp,usp)	Phillips
	Mobil
	Shell
	Kendall
Neal, Inc.	
Fina (ur,up,usp,o)	Fina
Nella Oil Co.	
Exxon (r,ur,p,up,sp,usp,o)	Superflow Exxon
Beacon (usp)	BEACON
	Sequoia
	Pennzoil
Northville Industries Corp.	
Northville (r,ur,up,usp,o)	
Texaco (r,ur,up,usp,o)	
Olympian Oil Co.	
Olympic (r,ur,up,usp)	Kendall
	Chevron
	Exxon
	Castrol
	Olympic
Pal Oil Company, Inc.	
Gulf	Havoline
Atlantic	Gulf
	Quaker State
	Pennzoil
Parker Oil Co., Inc.	
Union 76	Union 76
Exxon	Exxon
Citgo	Citgo
Petrol	Texaco
Patterson Oil Co., Inc.	
Mobil	Mobil
Gulf	Gulf
Citgo	Citgo

KEY:

Gasoline:

(r)	Regular
(ur)	Unleaded Regular
(p)	Premium
(up)	Unleaded Premium
(sp)	Super Premium
(usp)	Unleaded Super Premium
(d)	Diesel
(o)	Other

Motor Oils:

Brand names are listed lowest-price grade first.

Gasoline	Motor Oil
Peavey Oil Co.	
Texaco (r,ur,up,d)	Texaco Havoline
Pennsylvania Petroleum Products Co.	
	Quaker State Brytol Stop Oil Treat
Pennzoil	
Pennzoil (r,ur,up,sp)	Pennzoil Wolf's Head
Petro USA	
	Chevron Emblem Mobil Quaker State Kendall
Petroleum Marketers, Inc.	
Shell Exxon Citgo	Shell Exxon Citgo
Petroleum Products Corp.	
Best (r,ur,up,usp,o)	
Petrotex Marketing Inc.	
Shell (r,ur,up)	Fina Quaker State Pennzoil Shell Chevron
Phillips 66 Co.	
Phillips (r,ur,p,up,sp,usp)	Unique M M Motor Oil Super HD II Trop Artic HDS Trop Artic Turbo Trop Artic Propane
Plaza Motor Fuels, Inc.	
Unocal (r,ur,up,usp) Conoco (r,ur,up,usp)	Conoco Amoco Shell Unocal
Pilot Oil Corp.	
Pilot (r,ur,up)	Pilot
Pride Oil Co., Inc. (Miss.)	
Parade Phillips 66	
Prime Lube	
Amoco Arco	
Publix Oil Co., Inc.	
Publix (r, ur, p, up, sp, usp, o)	
Pyramid Oil Co.	
Pyramid Pyramid Thunder Mobil	
Quaker State Corp.	
Quaker State (r,ur,up)	Quaker State HD Quaker State HDX Universal Fleet Quaker State Super Quaker State DeLuxe Quaker State Sterling
Quality Oil Co. Limited Partnership	
Quality Plus (r,ur,usp)	Quality Plus
Quarles Petroleum	
Quarles (r,ur,up,usp,d)	
Quiktrip Corp.	
Quiktrip (r,ur,up,usp)	XP
Red Hed Oil Co., Inc.	
Citgo (r,ur,up,usp)	Major Brands
Reinauer Petroleum Inc.	
Citgo (r,ur,p,up,usp,o)	

Gasoline	Motor Oil
Reinhardt Oil Corp.	
Citgo	Sunoco Citgo
Reynolds Industries, Inc.	
Port (ur,up,usp)	Port
River Oil Co.	
Phillips 66	Phillips 66
Roach Oil Co.	
Texaco (ur,up,usp)	Havoline URSA
Robinson Oil Co., Inc.	
Rotten Robbie (r,ur,usp,)	

Gasoline	Motor Oil
Royster Oil Co., Inc.	
BP (ur,up,usp)	Nitrex All Season Vanellus
Russell Petroleum Corp.	
Texaco (ur,up,o) Spur (ur,up,o) Saveway (ur,up,o)	Quaker Stae Havoline
Sahara Oil Co., Inc.	
Texaco (r,up,usp,d)	
Santee Oil Co., Inc.	
Shell (r,ur,usp) Hess (ur,up,usp,o)	Shell

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Gasoline	Motor Oil
Save-X USA, Inc.	
Save-X (r,ur,up,o)	Pennzoil Havoline
SCASCO	
Texaco (r,ur,p,up,sp,usp,o) Citgo	Texaco Citgo
Sears Oil Co. Inc.	
Sears (r,ur,p,up,sp,usp)	Sears Premium Sears Supreme TRI Pure
Shay Oil Co., Inc.	
Exxon (r,ur,p,up,sp,usp)	Exxon
Shelby Petroleum Corp.	
Peer (r,ur,p,up,sp,usp) Bonus (r,ur,p,up,sp,usp)	Bonus Regular Sail Premium Peer Premium Peer Heavy Duty Peer Multi-Grade
Shell Oil Co.	
Shell (RU2000,SR2000, SU2000S, SU2000E)	Shell X-100 Fire & Ice 2000 Super 2000 Shell Truck Guard
Shotmeyer Bros. Petroleum Corp.	
Mobil	Mobil
SICO Co.	
Amoco (ur,up,usp) Exxon (ur,up,usp)	Citgo Valvoline Amoco Castrol Exxon
R.L. Smeltz Oil Co., Inc.	
Amoco Pennzoil	Amoco Pennzoil
Smith-Shafer Oil Co.	
Amoco (r,ur,up)	Amoco Quaker State Pennzoil
SOS Oil Corp	
Gulf (ur,up) Citgo (r,ur,up)	Gulf Texaco Shell Citgo Valvoline Exxon Kendall Mobil Beaver Weargard
Southern Counties Oil Co.	
Arco (ur,up) Texaco (ur,up,o) Mobil (ur,up)	All major and independent Mobil Texaco Shell
Southern Oil Co., Inc.	
Exxon Southern	Exxon Superflow Pennzoil
Southern States Co-op	
Southern States	Co-op
The Spencer Co., Inc.	
Amoco (ur,r,o) Citgo (ur,r,o)	Amoco Citgo
M. Spiegel & Sons Oil Cop.	
Gulf Citgo	
Star Oil Co.	
Shell (r,ur,up)	Shell
Steuart Petroleum Co.	
Steuart (r,ur,p,up,d,o)	Agip Mobil Citgo Goodwrench Pennzoil
Stevens Oil Co.	
Chevron (r,p,up,sp,usp,d)	Chevron RPM Custom Delo 400
Sugar Creek Corp.	
Mobil (r,ur,up,o) Sun (r,ur,up,o)	Sugarcreek
Sumrall Oil Services, Inc.	
Unocal 76 Conoco	
Sun Refining and Marketing Co.	
Sunoco & Atlantic (r) Sunoco Plus & Atlantic Plus Sunoco Super, Sunoco Ultra, Atlantic Super Sunoco Economy	Sun Lube Sunoco Ultra Super C Sunoco Ultra Atlantic Super Premium Atlantic SPecial
Sunshine Jr. Stores, Inc.	
Jr. (r,ur,up,usp) Citgo (r,ur,up,usp)	Rally Citgo Texaco-Havoline Quaker State
TCR, Inc.	
TCR (r,ur,p)	TCR
Taylor Oil Co.	
Etna (ur,up,usp)	
Texaco Inc.	
Texaco (r,ur,up,sp,o)	URSA Oil Extra Duty URSA Oil Super Plus URSA Oil Premium Havoline Premium Havoline Supreme Havoline High Performance Havoline Superior
Thornhill Oil Co.	
Amoco (ur,up,usp)	Amoco Quaker State
Thornton Oil Corp.	
Thornton (r,ur,up)	
Thrifty Oil Co.	
Thrifty (r,ur,up,usp)	Thrifty
Time Saver Stores Inc.	
	Golden State Quaker State Pennzoil
TOC Retail, Inc. dba Majik Market	
Majik Market Citgo Amoco Texaco	
Tooley Oil Co.	
Shell (r,ur,sp,usp,d) BP	Shell BP Pennzoil
Total Petroleum, Inc.	
Total (r,up) Vickers (ur,up) APCO Road Runner (r,ur,up)	Total Big Value Total Golden Supreme Total All Season Total Quartz Total GTS Quality
Transit Oil Co.	
Transit (r,ur)	Transit
Travelers Petroleum, Inc.	
Texaco (r,ur,up,sp) Self Way (r,ur,p,up)	
Trenton Oil Co. Inc.	
Amoco (ur,up,usp)	Amoco
Ultra Power Corp.	
Gulf (r,ur,p,up,sp,usp,o) Ultra Power (r,ur,p,up,sp,usp,o)	Gulf Arco
Ultramar	
Super Leaded Super Unleaded Super Premium	Beacon
United Refining Co.	
Superkwik (ur,up,usp)	United
Unocal Corp.	
76 (r,ur,up,usp)	Unocal Heavy Duty Unocal Premium Unocal Guardol Unocal Super 10W-30 Unocal Super 10W-40 Unocal 20W/50 High Performance
Vista Marketing Group Ltd.	
	Pennzoil Quaker State
Wake Up Oil Co.	
Wake Up (r,ur,usp)	Various
Warren Equities, Inc.	
Sunoco (r,ur,ultra) Citgo (r,ur,usp) Mobil (r,ur,usp)	Oilzum Citgo Sunoco Shell Mobil Castrol
Webster Oil Co.	
Phillips 66	Trop Artic Quaker Pennzoil Castrol
West Penn Oil Co., Inc.	
	Emblem Oil
Western Marketing, Inc.	
Conoco (r,ur,usp) Shell (r,ur,usp)	Delco Conoco Par Conoco Fleet Conoco Super Conoco Fleet Supreme Shell Rotella Aero Shell
A. T. Williams Oil Co.	
Wilco (r, ur, up, usp)	Wilco
J.H. Williams Oil Co., Inc.	
Unocal (r,ur,up)	Unocal
The Wills Group, Inc	
Texaco Exxon Amoco	Texaco Exxon Amoco
Wooten Oil Company	
Citgo Texaco Amoco Phillips	
World Oil Co.	
World (r,ur,up,usp) Shell Arco Texaco	
Wright Industries, Inc.	
Marathon (r,ur,up) Citgo (r,ur,up)	Citgo Shell Texaco Quaker State Pennzoil

KEY:

Gasoline:

(r)	**Regular**
(ur)	**Unleaded Regular**
(p)	**Premium**
(up)	**Unleaded Premium**
(sp)	**Super Premium**
(usp)	**Unleaded Super Premium**
(d)	**Diesel**
(o)	**Other**

Capital Spending by Major Companies

Over the past few years, the major energy companies have been grabbing spare cash out of the corporate shoeboxes called "Exploration and Production" and stuffing it into ones called "Refining and Marketing." That's the conclusion of the Energy Information Administration's latest survey of the performances and capital expenditures of the top 23 U.S. energy companies. Called "Performance Profiles of Major Energy Producers 1989," the report was issued earlier this year.

Although total capital spending for the 23 companies—the EIA calls them "FRS" companies, a shorthand for its mandated Financial Reporting System—were down 9% from 1988 expenditures, when the cash outlays for mergers and acquisitions are excluded from the total, expenditures for property, plant and equipment were actually up 4% to $35.3-billion, the highest level since 1985. Merger and acquisition expenditures plummeted an astounding $6.2-billion in 1989, almost a 40% drop from 1988's $15.8-billion.

Refining and marketing expenditures were down in 1989 by 18%, but again EIA notes the decline was related to reduced buyout and merger activity. Excluding those factors, FRS capital spending for R&M increased by 0.5% to $5.2-billion.

Capital expenditures in 1989 for petroleum marketing just about equaled the record outlays of $2.8-billion in 1988, EIA says. "Marketing has become an investment target in recent years after many years as an area of net retrenchment."

Perhaps the most interesting piece of information is not shown in the table below. EIA says the share of the major companies' total investment in U.S. oil and gas operations decline from almost 50% in 1981-1985 to less than one-third in 1986 - 1989. "The shift in the FRS companies; investment has been to the areas with increased profitability in recent years: refining, marketing and chemicals," the report says. Over the 1981-1985 period, investments related to refining and marketing ranged from 11 – 15%. But, EIA says, this share increased to 17% in 1986 and has been at 20% in each of the last three years.

EDITORS NOTE: This EIA report replaces the annual report on oil industry capital spending furnished by Chase Manhattan Bank and which appeared in the NPN Factbook in previous years. NPN was informed that the Chase Manhattan report will not be available until the Fall of 1991.

Major Company Capital Expenditures — 1987 – 1989

(Billions Dollars)

Line of Business	1989	1988	1987	Percent Change 1988-1989	Percent Change Excluding Mergers and Acquisitions 1988-1989
Petroleum					
U.S. Petroleum					
Production	11.9	17.8	11.3	(33.0%)	(16.5%)
Refining/Marketing					
Refining	2.4	3.7	1.9	(34.1)	N/A
Marketing	2.8	2.8	2.1	(0.3)	N/A
Transport	0.3	0.3	0.4	13.3	N/A
Total Refining/Marketing	**5.5**	**6.8**	**4.5**	**(18.1)**	**(5.8)**
Pipelines	0.7	0.7	0.9	(2.8)	2.1
Total U.S. Petroleum	**18.2**	**25.3**	**16.7**	**(28.2)**	**(12.5)**
Foreign Petroleum					
Production	12.4	10.3	7.4	20.8	34.2
Refining/Marketing	3.4	3.3	2.4	0.9	(43.8)
International Marine	0.2	0.2	0.1	43.7	43.7
Total Foreign Petroleum	**16.0**	**13.7**	**9.9**	**16.2**	**11.4**
Total Petroleum	**34.2**	**39.1**	**26.6**	**(12.5)**	**(4.7)**
Coal	1.0	0.6	0.6	81.6	46.3
Other Energy					
U.S.	0.1	0.2	0.2	(63.8)	N/A
Foreign	0.1	0.2	0.1	(56.3)	N/A
Total Other Energy	**0.2**	**0.4**	**0.3**	**(59.8)**	**(58.7)**
Nonenergy					
Chemicals	6.3	7.2	3.8	(12.6)	22.9
Other Nonenergy	2.4	2.4	2.9	0.5	36.9
Total Nonenergy	**8.8**	**9.7**	**6.7**	**(9.3)**	**20.6**
Nontraceables	0.9	0.0	0.6	—	—
Additions to Investment in Place (a)	45.0	49.7	34.8	(9.4)	—
Additions Due to Mergers and Acquisitions	9.7	15.8	5.9	(39.1)	—
Total Additions Excluding Mergers and Acquisitions	35.3	33.8	28.9	4.5	—

(a) Measured as additions to property, plant and equipment, plus additions to investments and advances.

Note: Sum of components may not equal total due to independent rounding. Percent changes were calculated from unrounded data.

Source: Energy Information Administration, "Performance Profiles of Major Energy Producers, 1989."

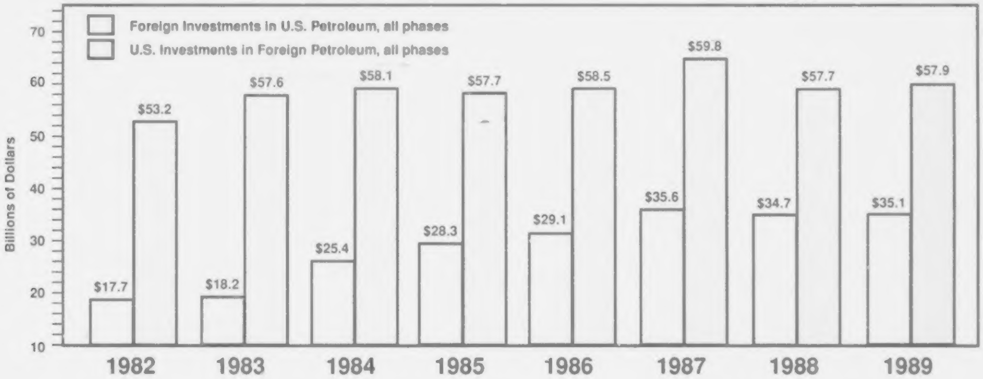
Foreign and U.S. Investments in Petroleum

Despite some of the headline-making deals of recent years (Saudi Arabia/Texaco, Venezuela/Citgo), direct investments by foreign companies (FDI) in the U.S. petroleum industry appears to be cooling down somewhat. In fact, the percentage of foreign investments in this country's petroleum assets compared to total FDI in the U.S. fell to 9% in 1989, the lowest level since 1974.

However, there are some trends worth noting in the latest FDI compilation by the Energy Information Administration (EIA). The largest 1989 acquisitions in U.S. petroleum by foreign investors, EIA says, involved refining and marketing assets.

The three biggest downstream deals in 1989 included Petroleos de Venezuela's formation of the Uno-ven joint venture, valued at $500-million; the move into downstream by Australia's Broken Hill Proprietary Co., Ltd. with its acquisition of Pacific Resources and its Hawaiian refinery for $378-million and the $115-million purchase of 120 Road Runner outlets from Truman Arnold Cos. by Total Petroleum North America, Ltd., an affiliate of Total Compagnie Francaise des Petroles.

Foreign-affiliated U.S.-branded retail outlets jumped dramatically in 1989, mostly due to the Uno-ven transaction (3,550 outlets) and startup of operations of the Star Enterprise/Saudi Arabia joint venture (10,700 outlets). EIA says the recent growth in foreign investor interest in U.S. refining and marketing reflects a general "turnaround" in downstream profitability. Foreign ownership of crude distillation refining capacity has been growing at an especially fast rate since the mid-1980's and now accounts for 27%, or 4.2-million b/d, of the U.S. total capacity.



Foreign Direct Investments in the U.S.

(Billions of Dollars)

Year	FDI In U.S. Petroleum	Total FDI In U.S.	% Petroleum of Total
1989	$35.1	$400.8	8.8%
1988	34.7	328.9	10.6
1987	35.6	271.8	13.1
1986	29.1	220.4	13.2
1985	28.3	184.6	15.3
1984	25.4	164.6	15.4
1983	18.2	137.1	13.3
1982	17.7	124.7	14.2
1981	15.2	108.7	14.0

U.S. Direct Investments in Foreign Petroleum

(Billions of Dollars)

Year	U.S. Direct Investments In Foreign Oil	Total U.S. Investment Abroad	% Petroleum of Total
1989	$57.9	$373.4	15.5%
1988	57.7	333.5	17.3
1987	59.8	314.3	19.0
1986	58.5	259.8	22.5
1985	57.7	230.2	25.1
1984	58.1	211.5	27.5
1983	57.7	230.2	25.1
1982	57.8	207.8	27.8
1981	53.2	228.3	23.3

Source: Energy Information Administration, "Profiles of Foreign Direct Investment in U.S. Energy."

FDIs in Marketing, Refining and Production (a)

	1989	1988	1987
Branded retail outlets			
FDI companies	52,166	39,805	39,198
U.S. total	111,657	112,000	115,870
% FDI of U.S. total	46.7%	34.3%	33.8%
Gasoline supplied (thousands of b/d)			
FDI companies	2,051	1,673	1,586
U.S. total	7,328	7,326	7,206
% FDI of U.S. total	28.0%	22.8%	22.0%
Refineries			
FDI companies	36	36	34
U.S. total	205	204	213
% FDI of U.S. total	19.5%	17.6%	16.0%
Crude distillation capacity (thousands of b/d)			
FDI companies	4,171	3,971	3,342
U.S. total	15,572	15,655	15,915
% FDI of U.S. total	26.8%	25.4%	21.0%
Crude oil and NGL production (thousands of b/d)			
FDI companies	1,546	1,656	1,614
U.S. total	9,219	9,818	10,008
% FDI of U.S. total	16.8%	16.9%	16.1%
Crude oil and NGL proved reserves (millions of bbl.)			
FDI companies	6,378	6,436	6,457
U.S. total	34,270	35,063	35,403
% FDI of U.S. total	18.6%	18.4%	18.2%

(a) EIA has revised many of the totals originally published last year for 1988 in the categories shown. The revisions appear in the tables above.

Source: Energy Information Administration, "Profiles of Foreign Direct Investment in U.S. Energy."

How Oil Companies Handle

Company	Branded Service Stations					
	Total Branded Retail Outlets	Number of States Where Gasoline Brand Is Marketed (a)	Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/Dealer-Operated	Salary-Operated
Ada Resources	61	1	38	23	38	—
Advanced Oil Co.	20	2	20	—	5	15
Agway Petroleum Corp.	220	9	75	21	21	74
American Petrofina, Inc.	3,136	25	174	2,962	8	155
American Refining Group, Inc.	8	2	8	—	—	5
Amoco Corp.	9,802	33	3,838	5,964	3,299	539
Anchor Gasoline Corp.	61	1	61	—	61	—
Arkansas Valley Petroleum	83	2	83	—	69	—
ARCO	1,541(b)	5	1,341	200	N/A	N/A
Truman Arnold Cos.	N/A	—	—	—	—	—
Ashland Oil, Inc.	1,968	18	498		498	—
Aztex Enterprises	21	1	21	—	—	21
BP America, Inc.	7,531	33	2,358	5,173	1,134	974
Bagwell Oil Co., Inc.	27	2	12	—	3	—
E.M. Bailey	60	3	60	—	—	—
Bedford Valley Petroleum Corp.	51	3	—	48	42	—
Bell Fuels, Inc.	5	2	5	0	1	4
Best Oil Co.	15	2	12	3	—	15
Bostick Brothers, Inc.	18	2	18	—	7	2
Bradley Petroleum, Inc.	36	3	36	—	2	34
Bray Terminals, Inc.	43	2	—	43	—	—
Brennan Petroleum Corp.	1	1	1	—	—	1
Broken Hill Proprietary/Pacific Resources, dba Gas Express	25	1	25	—	—	25
Browning Oil Co.	22	1	29	—	20	9
Buhrmaster Energy Group	3	1	3	—	3	—
Dennis K. Burke, Inc.	1	1	1	0	0	0
Bursaw Oil Corp.	57	2	—	51	3	17
By-Lo Oil Co.	17	1	17	—	—	17
Campbell Oil Co.	79	1	79	—	79	—
Cannon Oil Corp.	17	3	17	—	—	17
Cel Oil Products Corp.	8	1	8	—	1	7
Cenex	1,021	14	1,003	18	14	62
Certified Oil Co.	150	3	—	—	8	142
Champlain Oil Co.	100	4	93	7	94	6
Chapman, Inc.	37	1	37	—	17	5
Chevron Corp.	9,664(c)	33	3,303	6,361	2,622	681
Circle K Corp.	801	22	—	—	—	801
Citgo Petroleum Corp.	9,734	46	23	9,711	7	16
Clark Oil & Refining Corp.	937	12	937	—	16	921
The Coastal Corp.	807	28	807	—	246	561
The Coen Co.	125	1	—	—	125	—
Colonial Oil Industries, Inc.	57	3	57	0	—	57
Comet Oil Co.	3	2	3	—	—	3
Como Oil Co.	30	1	30	—	27	3
Conoco Inc.	4,915(d)	37	526	4,389	4,389	526
Consumers Gasoline Stations, Inc.	45	3	45	—	—	45
Consumers Oil	41	2	—	—	—	—
Convenient Petroleum Corp.	35	1	35	—	6	28
Cook & Cooley Inc.	60	1	50	10	—	—
Crown Central Petroleum Corp.	601	8	582	19	97	504
Crystal Flash Petroleum	26	1	26	—	—	26
Curtis Parker Oil Co. Inc.	21	1	15	6	20	1
K.E. David, Ltd.	4	1	4	—	3	1
DeBiois Oil Co.	41	2	43	—	14	29
Diamond Shamrock, Inc.	1,914	8	677	1,237	—	677
Dickey, Inc.	8	1	6	2	2	6
Drakes Refining Station, Inc.	6	1	6	—	—	—
East Coast Oil Corp.	43	1	43	—	—	43
Engefield Oil Co.	248	2	248	—	195	53
Este Oil Co.	4	1	4	—	3	1
Exxon	11,673	40	3,846	7,827	2,751	589
Farm & Home Oil Co.	42	2	42	—	30	8
Farmland Industries	800	15	6	794	—	6
Fleetman, Inc. dba Fuelman	5	1	—	—	—	—
Flying J. Inc.	86	21	86	—	28	—
Fortmeyer Inc.	1	1	1	—	—	—
Friends Convenience Stores	33	1	29	4	8	0
Fuel-Link, Inc.	1	1	—	1	—	1
H.N. Funkhouser & Co.	25	1	25	—	12	12
General Oil Co.	29	1	—	—	—	—
Getty Petroleum Corp.	2,202	13	1,507	695	1,248	220
Giant Industries, Inc.	39	3	—	—	—	—

(a) Includes Dist. of Col. (b) Excludes 6 am/pms with no gasoline sales. (c) Roughly 99% of the direct supplied branded outlets are self-serve only. (d) Figures shown are 1989 totals.

Product Distribution — 1990

				Branded Jobbers/Commissioned Agents			
					Number selling . . .		
Commission-operated	Full-service only	Self-service only	Self-service Full-service	Total	Gasoline only	Fuel oil only	Gasoline/ Fuel oil
—	18	19	24	15	—	—	15
—	15	5	—	—	—	—	—
1	0	91	5	13	1	—	12
0	157	2,509	470	365	10	0	355
3	—	8	—	0	—	—	—
—	—	61	—	—	10	10	—
14	—	83	—	2	—	—	2
N/A	N/A	1,325(e)	N/A	27	23	0	4
—	—	—	—	2	—	—	—
—	403	1,519	1,916	982	—	—	—
—	431	6	61	146	—	—	135
—	—	20	1	0	—	—	—
250	650	350	6,431	532	—	116	416
9	3	6	3	—	—	—	—
—	—	—	—	—	—	—	—
—	33	5	10	2	—	—	2
—	4	1	0	—	—	—	—
—	—	14	1	0	—	—	—
9	—	18	—	—	—	—	—
—	—	36	—	0	—	—	—
—	—	43	—	30	—	—	30
—	—	1	—	—	—	—	—
—	—	25	—	0	—	—	—
—	2	9	18	0	—	—	—
—	1	—	2	—	—	—	—
0	1	0	0	1	—	—	1
—	4	10	—	—	—	—	—
—	2	14	1	0	—	—	—
—	16	63	—	—	—	—	—
—	—	17	—	—	—	—	—
—	4	4	—	0	—	—	—
—	121	391	509	1,021	71	—	950
—	—	20	—	—	—	—	—
—	15	80	5	N/A	—	—	—
15	0	27	10	—	—	—	—
—	1,353	4,639	3,672	640	0	0	640
—	—	801	—	0	—	—	—
0	—	—	—	492	—	—	—
—	8	919	10	—	—	—	—
—	42	653	112	201	201	—	—
—	—	25	100	0	—	—	—
—	5	4	48	0	—	—	—
—	1	2	—	—	—	—	—
—	0	25	5	—	—	—	—
—	466	3,961	488	618	463	0	155
—	3	38	4	45	35	—	10
—	—	—	—	—	—	—	—
1	1	32	2	0	—	—	—
—	—	48	12	—	50	10	—
—	0	532	59	0	—	—	—
—	1	25	—	3	—	—	3
—	5	9	7	3	—	—	3
—	4	—	—	—	—	—	—
—	22	21	—	43	43	—	—
0	62	1,113	62	121	85	0	36
—	3	3	2	4	2	—	2
—	2	4	—	—	—	—	—
—	—	43	—	0	—	—	—
—	48	69	131	3	—	—	3
—	—	1	3	3	1	—	1
—	—	—	—	700	376	—	324
4	29	7	6	0	—	—	—
—	150	400	250	1,100	—	—	1,100
—	—	—	—	—	—	—	—
—	—	—	—	16	—	—	16
—	1	—	—	—	—	—	1
0	0	5	7	1	1	—	—
—	—	—	—	—	—	—	—
1	—	18	7	0	—	—	—
—	—	—	—	—	—	—	—
39	—	—	—	695	695	N/A	N/A
—	39	—	—	—	—	—	—

(e) Excludes airport and marine outlets, new car dealerships and military exchanges.

Bulk Plants				Terminals				
	Company-operated				Company-operated			
Total	Salary-operated	Commission-operated	Jobber-operated bulk plants	Total	Salary-operated	Commission-operated	Jobber-operated terminals	Company
3	2	1	10	N/A	—	—	N/A	Ada Resources
—	—	—	—	—	—	—	—	Advanced Oil Co.
133	121	—	12	10	10	—	—	Agway Petroleum Corp.
183	—	—	183	6	6	0	1	American Petrofina, Inc.
0	—	—	0	1	1	—	0	American Refining Group, Inc.
—	—	—	—	77	—	N/A	—	Amoco Corp.
10	—	10	—	2	—	—	—	Anchor Gasoline Corp.
0	—	—	1	0	—	—	0	Arkansas Valley Petroleum
0	0	0	N/A	28	10	18	N/A	ARCO
2	2	—	2	3	—	—	0	Truman Arnold Cos.
123	5	118	N/A	30	30	—	N/A	Ashland Oil, Inc.
1	1	—	0	0	—	—	0	Aztex Enterprises
78	—	78	—	57	57	—	—	BP America, Inc.
2	2	—	—	1	1	0	—	Bagwell Oil Co., Inc.
4	—	4	—	—	—	—	—	E.M. Bailey
4	—	—	4	—	—	—	—	Bedford Valley Petroleum Co.
1	1	0	—	1	1	0	—	Bell Fuels, Inc.
0	—	—	0	0	—	—	0	Best Oil Co.
2	—	—	0	1	1	—	—	Bostick Brothers Inc.
0	—	—	—	0	—	—	0	Bradley Petroleum Inc.
0	—	—	0	3	3	—	0	Bray Terminals, Inc.
—	—	—	—	—	—	—	—	Brennan Petroleum Corp.
2	2	—	—	2	2	—	—	Broken Hill Proprietary/Pacific Resources dba Gas Express
2	2	—	0	0	—	—	0	Browning Oil Co.
5	—	—	—	—	—	—	—	Buhrmaster Energy Group
1	1	—	—	0	—	—	—	Dennis K. Burke, Inc.
1	—	—	—	0	—	—	—	Bursaw Oil Corp.
1	—	—	0	0	—	—	0	By-Lo Oil Co.
3	—	—	—	—	—	—	—	Campbell Oil Co.
—	—	—	—	—	—	—	—	Cannon Oil Corp.
1	1	—	—	0	—	—	0	Cel Oil Products Corp.
—	—	—	833	7	6	1	—	Cenex
10	—	—	—	1	—	—	—	Certified Oil Co.
N/A	—	—	N/A	N/A	—	—	N/A	Champlain Oil Co.
—	2	—	—	—	—	—	—	Champman Inc.
868	0	0	868	118	87	1	30	Chevron Corp.
0	—	—	—	0	—	—	—	Circle K Corp.
0	—	—	N/A	51	51	0	N/A	Citgo Petroleum Corp.
—	—	—	—	14	14	—	—	Clark Oil & Refining Corp.
10	2	8	0	237	49	188	0	The Coastal Corp.
1	1	—	—	0	—	—	—	The Coen Company
1	—	—	0	2	—	—	0	Colonial Oil Industries Inc.
0	—	—	0	0	—	—	0	Comet Oil Co.
—	—	—	—	—	—	—	—	Como Oil Co.
126	0	0	126	401	51	350	0	Conoco
0	—	—	0	0	—	—	—	Consumers Gasoline Stations Inc.
—	—	—	—	—	—	—	—	Consumers Oil
0	—	—	—	1	1	—	N/A	Convenient Petroleum Corp.
—	—	—	—	—	—	—	—	Cook & Cooley, Inc.
0	—	—	—	15	15	—	0	Crown Central Petroleum Corp.
4	1	3	0	0	—	—	0	Crystal Flash Petroleum
3	1	2	1	0	N/A	N/A	0	Curtis Parker Oil Co. Inc.
2	2	—	—	—	—	—	—	K.E. David, Ltd.
2	2	—	—	1	1	—	—	DeBlois Oil Co.
0	—	—	12	14	14	—	0	Diamond Shamrock, Inc.
2	2	—	—	1	1	—	—	Dickey Inc.
—	—	—	—	—	—	—	—	Drakes Refinery Stations, Inc.
0	—	—	—	0	—	—	—	East Coast Oil Corp.
9	8	1	1	—	—	—	—	Engefield Oil Co.
1	1	—	0	1	1	—	0	Este Oil Co.
0	—	—	—	51	51	0	N/A	Exxon Co., USA
3	3	—	—	1	1	—	—	Farm & Home Oil Co.
550	—	—	550	0	—	—	0	Farmland Industries
—	—	—	—	—	—	—	—	Fleetman, Inc. dba Fuelman
0	—	—	—	3	—	—	0	Flying J Inc.
1	1	—	0	—	—	—	—	Fortmeyer Inc.
2	2	—	0	0	—	—	0	Friends Convenience Stores
—	—	—	—	—	—	—	—	Fuel-Link, Inc.
3	3	—	0	0	—	—	0	H.N. Funkhouser & Co.
—	—	—	—	—	—	—	—	General Oil Co.
—	—	—	—	—	27	—	—	Getty Petroleum Corp.
—	—	—	—	—	—	—	—	Giant Industries, Inc.

How Oil Companies Handle

	Branded Service Stations					
Company	Total Branded Retail Outlets	Number of States Where Gasoline Brand Is Marketed (a)	Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Leasee/ Dealer-Operated	Salary-Operated
Global Petroleum Corp.	137	10	137	—	—	117
Golden Gate Petroleum Co.	5	1	—	5	—	—
Golub Corp.	13	3	12	1	1	12
Gresham Petroleum Co.	33	1	33	—	7	20
Jack Griffith Petroleum	13	1	13	—	—	13
Gulf Oil	3,994	14	1,798	2,196	1,048	750
Harris Enterprises, Inc.	24	2	24	—	16	4
Hawaiian Independent Refinery	25	1	25	—	—	25
Highway Oil, Inc.	176	22	176	—	—	151
Angus I. Hines, Inc.	53	3	—	—	—	—
Barney Holland Oil Co.	90	1	90	—	90	—
Horkey Oil Co. Inc.	32	1	—	32	—	—
Horn Distributing Co., Inc.	21	1	—	—	12	4
Hough Petroleum	60	2	60	—	—	—
Huck's Convenience Stores	100	5	95	5	—	100
Hudson Oil Co.	11	2	11	—	—	11
Hull Oil Co.	29	2	17	12	—	6
Hunt Refining Co.	84	2	—	2	10	—
Imperial Oil Co.	40	2	40	—	—	—
Jacobus Petroleum Products, Inc.	42	1	42	—	33	9
J.D. Street & Co. Inc.	71	4	56	15	—	—
J & L Oil Inc.	56	3	56	—	—	54
Johnson Products, Inc.	65	6	65	—	—	41
JS & J Service, Inc.	3	2	3	—	—	—
Kelley Williamson Co.	40	2	40	0	16	24
Kelso Oil Co. Inc. dba Pride Oil	12	1	12	—	10	2
Kent Distributors, Inc.	8	1	3	—	—	8
Kerr-McGee Refining Corp.	1,588	20	101	1,487	2	99
Kimber Petroleum Corp.	65	1	65	—	48	17
Kocolene Oil Corp.	73	4	73	—	—	73
Kwik Shop	210	5	188	—	—	—
Lakeside Oil Co. Inc.	130	1	—	25	—	—
Carlos R. Leffler	200	1	120	—	60	60
H.C. Lewis Oil Co.	27	1	27	—	—	5
Lyden Co.	153	1	—	—	83	70
Marathon Petroleum Co.	2,132	9	504	1,628	504	—
Martin Oil Marketing, Ltd.	43	2	43	—	—	43
Mauger & Co.	40	1	—	—	—	—
McDowell Oil Service Inc.	28	1	28	—	—	28
McLeleer Oil, Inc.	55	1	—	—	—	—
Merchants Oil, Inc.	49	1	49	—	23	11
Merritt Truax, Inc.	84	3	54	27	36	44
MFA Oil Co.	200	1	200	—	134	66
Mid-Missouri Oil Co.	15	1	3	—	3	—
Mid-States Petroleum	121	3	121	—	78	38
Midwest Petroleum Co.	111	2	111	—	58	53
Miller Enterprises Inc.	121	1	112	9	—	—
Miller Oil Co.	85	2	85	—	27	34
Mini-Mart Inc.	118	7	96	22	—	118
Missouri Terminal Oil Co.	8	1	2	6	2	—
Mobil Oil Co.	9,001	33	4,277	4,725	2,431	892
Moto, Inc. (FKG Oil Co.)	51	6	51	—	—	—
Munro Petroleum Terminal Corp.	36	1	36	—	7	18
Murphy Oil USA, Inc.	638	14	—	—	—	—
Musket Corp.	125	6	125	—	—	125
National Convenience Stores, Inc.	871	4	855	16	—	855
National Oil & Gas Inc.	95	2				
Neal, Inc.	25	1	25	—	—	25
Nella Oil Co.	25	2	25	—	—	25
Newell Oil Co., Inc.	13	1	—	—	—	—
Northville Industries Corp.	110	2	110	—	101	9
Pal Oil Company Inc.	85	1	85	—	71	8
Parker Oil Co. Inc.	81	3	81	—	75	6
Patterson Oil Co., Inc.	32	1	32	—	18	14
PDQ Food Stores, Inc.	66	3	—	—	—	—
Peavy Oil Co.	7	1	—	—	3	3
Pennzoil Products Co.	600	5	—	—	—	—
Petro USA	40	1	—	—	—	—
Petroleum Marketers, Inc.	137	3	137	—	84	53
Petroleum Products Corp.	57	3	—	57	—	—
Phillips 66 Co.	7,907	29	7,907	—	—	—
Piasa Motor Fuels Inc.	19	2	19	—	13	4
Pilot Corp.	85	21	—	—	—	—
Pride Oil Co. Inc. (Miss.)	17	2	17	—	—	3

Product Distribution (Cont.)

				Branded Jobbers/Commissioned Agents			
					Number selling . . .		
Commission-operated	Full-service only	Self-service only	Self-service Full-service	Total	Gasoline only	Fuel oil only	Gasoline/ Fuel oil
20	—	95	42	—	—	—	—
—	—	—	5	0	—	—	—
—	2	11	—	1	—	—	1
6	—	27	6	N/A	—	—	—
—	—	13	—	—	—	—	—
—	2,129	1,062	803	140	89	—	51
4	24	—	—	16	16	—	—
—	—	25	—	0	—	—	—
25	—	25	151	0	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	1	—	—	1
—	0	27	5	1	1	—	—
5	—	6	15	—	—	—	—
7	60	—	—	0	—	—	—
—	—	100	—	100	99	—	1
—	—	3	8	—	—	—	—
11	—	22	5	1	—	—	1
2	4	80	—	13	—	—	13
—	—	40	—	—	—	—	—
—	—	32	10	5	—	2	3
—	—	—	—	1	—	—	1
2	1	55	—	—	—	—	—
25	16	25	25	25	25	—	—
—	—	—	3	—	—	—	—
—	8	28	4	3	—	—	3
—	—	11	1	0	—	—	—
—	—	8	—	—	8	—	—
—	102	792	694	463	37	1	425
—	65	—	—	0	—	—	—
—	—	8	65	0	—	—	—
—	—	—	—	—	—	—	—
—	—	—	25	0	—	—	—
—	20	85	15	5	—	—	5
—	—	10	17	0	—	—	—
—	—	70	83	—	—	—	—
—	213	320	1,599	262	—	—	262
—	—	43	—	—	—	—	—
—	—	—	—	—	—	—	—
—	—	28	—	—	—	—	—
—	—	—	—	—	—	—	—
2	—	24	25	—	—	—	—
4	40	—	—	0	—	—	—
—	100	80	20	7	—	—	7
—	—	—	—	—	—	—	—
5	46	44	31	7	—	1	6
—	5	36	70	0	—	—	—
—	—	121	—	—	—	—	—
—	—	—	—	0	—	—	—
6	2	47	36	—	—	—	—
—	—	118	—	0	—	—	—
—	—	—	2	2	—	—	2
0	N/A	N/A	N/A	1,080	0	650	430
—	—	—	—	0	—	—	—
11	—	24	12	—	—	—	—
—	—	—	—	—	—	—	—
—	2	123	—	0	—	—	—
—	—	855	—	0	—	—	—
—	—	25	—	—	—	—	—
—	—	25	—	—	—	—	—
—	—	—	—	—	—	—	—
—	70	40	—	0	—	—	—
6	12	70	3	—	—	—	—
—	2	70	9	0	—	—	—
0	6	13	10	0	—	—	—
—	—	66	—	—	—	—	—
1	7	—	—	0	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	10	—	—	—
—	—	129	8	0	—	—	—
—	—	—	57	—	9	8	—
—	—	—	—	1,106	32	—	1,074
2	—	9	10	0	—	—	—
—	—	—	—	—	—	—	—
14	—	16	1	0	—	—	—

Bulk Plants				Terminals				
	Company-operated				Company-operated			
Total	Salary-operated	Commission-operated	Jobber-operated Bulk plants	Total	Salary-operated	Commission-operated	Jobber operated Terminals	Company
—	—	—	—	44	5	—	—	**Global Petroleum Corp.**
7	7	—	0	0	—	—	0	**Golden Gate Petroleum Corp.**
0	—	—	1	0	—	—	1	**Golub Corp.**
5	5	—	N/A	0	—	—	N/A	Gresham Petroleum Co.
—	—	—	—	—	—	—	—	Jack Griffith Petroleum
0	—	—	—	19	19	—	—	Gulf Oil
0	—	—	0	0	—	—	0	**Harris Enterprises Inc.**
—	—	—	—	4	4	—	—	**Hawaiian Independent Refinery**
0	—	—	0	0	—	—	0	**Highway Oil, Inc.**
—	—	—	—	—	—	—	—	Angus I. Hines, Inc.
2	1	—	1	0	—	—	—	Barney Holland Oil Co.
2	2	—	2	2	2	—	2	Horkey Oil Co., Inc.
—	—	—	—	—	—	—	—	**Horn Distributing Co., Inc.**
1	0	0	0	0	—	—	0	**Hough Petroleum**
—	—	—	—	—	—	—	—	**Huck's Convenience Stores**
—	—	—	—	—	—	—	—	Hudson Oil Co.
0	—	—	1	0	—	—	0	Hull Oil Co.
—	—	—	—	0	—	—	—	Hunt Refining Co.
2	—	—	—	0	—	—	—	**Imperial Oil Co.**
—	—	—	—	2	2	—	—	**Jacobus Petroleum Products, Inc.**
—	—	—	—	2	—	—	—	**J.D. Street & Co. Inc.**
—	—	—	—	—	—	—	—	J&L Oil Inc.
0	—	—	0	0	—	—	—	Johnson Products, Inc.
—	—	—	—	—	—	—	—	JS&J Service, Inc.
4	2	2	0	0	—	—	0	**Kelley Williamson Co.**
0	—	—	0	—	—	—	0	**Kelso Oil Co., Inc. dba Pride Oil**
—	—	—	—	0	—	—	—	**Kent Distributors, Inc.**
299	—	—	299	18	16	—	2	Kerr-McGee Refining Corp.
0	—	—	—	0	—	—	—	Kimber Petroleum Corp.
0	—	—	0	0	—	—	0	Kocolene Oil Corp.
—	—	—	—	—	—	—	—	**Kwik Shop, Inc.**
0	—	—	—	3	—	—	—	**Lakeside Oil Co., Inc.**
3	3	—	3	3	3	—	3	**Carlos R. Leffler**
2	2	—	0	0	—	—	0	H.C. Lewis Oil Co.
3	—	—	—	—	—	—	—	Lyden Co.
326	—	—	326	44	44	—	N/A	Marathon Petroleum Co.
—	—	—	—	3	3	—	—	**Martin Oil Marketing, Ltd.**
—	—	—	—	—	—	—	—	**Mauger & Co.**
—	—	—	—	—	—	—	—	**McDowell Oil Service Inc.**
3	3	—	0	—	—	—	—	McLeleer Oil Inc.
1	1	—	—	—	—	—	—	Merchants Oil, Inc.
2	2	—	0	0	—	—	0	Merritt Traux, Inc.
125	115	10	7	0	—	—	0	**MFA Oil Co.**
—	—	—	—	—	—	—	—	**Mid-Missouri Oil Co.**
11	7	0	4	1	—	1	—	**Mid-States Petroleum**
0	—	—	0	0	—	—	0	Midwest Petroleum Co.
—	—	—	—	—	—	—	—	Miller Enterprises, Inc.
3	3	—	—	1	1	—	—	Miller Oil Co.
0	—	—	0	0	—	—	0	**Mini-Mart, Inc.**
0	—	—	0	1	1	—	0	**Missouri Terminal Oil Co.**
3	0	2	1	61	61	0	0	**Mobil Oil Corp.**
0	—	—	—	0	—	—	—	Moto, Inc.
—	—	—	—	1	1	—	—	Munro Petroleum Terminal Corp.
—	—	—	—	7	—	—	—	Murphy Oil USA, Inc.
0	—	—	0	0	—	—	0	**Musket Corp.**
0	—	—	0	0	—	—	0	**National Convenience Stores, Inc.**
							—	**National Oil & Gas Inc.**
0	—	—	—	—	—	—	—	Neal, Inc.
—	—	—	0	—	—	—	—	Nella Oil Co.
—	—	—	—	—	—	—	—	Newell Oil Co., Inc.
0	—	—	—	4	4	—	0	**Northville Industries Corp.**
2	2	—	—	—	—	—	—	**Pal Oil Company, Inc.**
11	11	—	0	1	1	—	0	**Parker Oil Co., Inc.**
1	—	—	—	—	0	—	—	Patterson Oil Co., Inc.
—	—	—	—	—	—	—	—	PDQ Food Stores, Inc.
1	1	—	0	0	—	—	0	Peavy Oil Co.
—	—	—	—	—	—	—	—	**Pennzoil Products Co.**
—	—	—	—	—	—	—	—	**Petro USA**
7	7	—	7	0	—	—	0	**Petroleum Marketers, Inc.**
—	—	—	—	—	—	—	—	Petroleum Products Corp.
—	—	—	—	—	—	—	—	Phillips 66 Co.
1	1	—	0	0	—	—	0	Piasa Motor Fuels, Inc.
—	—	—	—	—	—	—	—	**Pilot Corp.**
0	—	—	0	0	—	—	0	**Pride Oil Co., Inc. (Miss.)**

How Oil Companies Handle

	Branded Service Stations					
Company	Total Branded Retail Outlets	Number of States Where Gasoline Brand Is Marketed (a)	Supplied Directly	Supplied Through Jobbers and Commissioned Agents	Lessee/ Dealer-Operated	Salary-Operated
Private Brand Services Inc.	1	1	1	—	1	—
Pyramid Oil Co.	30	1	27	3	26	1
Quality Oil Co.	115	1	115	—	75	40
Quarles Petroleum	50	3	50	—	—	—
Quicktrip Corp	278	6	278	—	—	278
Red Hed Oil Co., Inc.	34	1	34	—	8	9
Reinauer Petroleum Co.	7	1	7	—	7	—
Remote Services, Inc.	451	15	16	12	19	9
Reynolds Industries, Inc.	5	3	—	5	—	5
Rich Oil, Inc.	80	3	80	—	—	—
River Oil Co.	40	2	9	—	9	—
Roach Oil Co.	10	2	10	—	5	5
Robinson Oil Co. Inc.	24	1	24	—	—	24
Royster Oil Co., Inc.	24	1	—	24	—	—
Russell Petroleum Corp.	14	1	33	—	—	—
Sahara Oil Co., Inc.	26	1	—	26	7	16
Santee Oil Co., Inc.	9	1	9	—	5	4
Save-X USA, Inc.	10	1	10	—	—	10
SCASCO	40	1	40	—	26	4
Schaeffer Oil, Inc.	7	2	—	—	—	—
Sears Oil Co. Inc.	10	1	10	—	1	9
Shay Oil Co., Inc.	18	1	—	18	2	16
Shelby Petroleum Corp.	20	2	20	—	—	—
Shell Oil Co.	9,389	41	4,390	4,999	4,114	276
Shotmeyer Bros. Petroleum Corp.	64	1	64	—	41	—
SICO Co.	123	3	123	—	51	26
Sinclair Oil Corp.	2,612	20	300	2,300	50	250
R.L. Smeltz Oil Co., Inc.	21	1	21	—	12	—
Smith-Schafer Oil Co.	4	1	4	—	—	4
SOS Oil Corp.	55	1	55	—	55	—
Southern Counties Oil Co.	10	1	10	—	—	9
Southern Oil Co., Inc.	10	1	10	—	2	7
The Spencer Cos.	56	1	56	—	14	14
Star Oil Co.	22	1	22	—	16	—
Steuart Petroleum Co.	68	6	68	—	—	—
Stevens Oil Co.	53	1	17	—	—	—
Sugarcreek Corp.	320	1	320	—	170	100
Sumrall Oil Services, Inc.	15	1	15	—	—	—
Sun Refining & Marketing Co.	6,019	28	2,694	3,325	2,249	445
Sunshine Jr. Stores, Inc.	297	5	273	24	—	273
Taylor Oil Co.	60	2	60	—	—	—
Tesoro Petroleum Corp.	132	1	12	120	132	0
Texaco Inc.	15,111	49	3,226	11,885	1,821	1,140
Thornhill Oil Co., Inc.	29	1	29	—	20	9
Thornton Oil Corp.	110	6	110	—	5	105
Thrifty Oil Co.	250	1	—	—	—	—
Time Saver Store	26	1	—	26	—	26
TOC Retail, Inc., dba Majik Market	389	11	304	16	0	320
Tooley Oil Co.	6	1	6	—	—	6
Tosco Corp.	0	0	—	—	—	—
Total Petroleum, Inc.	2,698	22	700	1,998	70	617
Transit Oil Co.	18	2	18	—	—	16
Trenton Oil Co.	31	1	31	—	17	—
Ultramar	400	1	350	50	25	175
UltraPower Corp.	5	1	3	—	1	—
Uni-Marts, Inc.	205	4	205	—	—	205
United Refining Co.	343	3	342	1	—	343
Unocal Corp.	7,431(f)	41	2,586	4,845	2,482	104
V-1 Oil Co.	36	6	—	—	4	22
Vista Marketing Group Ltd.	16	4	—	—	—	—
Waco Oil Co., Inc.	16	2	16	—	—	16
Wake Up Oil Co., Inc.	39	1	39	—	1	38
Warelubco, Inc.	104	5	104	0	1	103
Warren Equities, Inc.	198	8	237	4	43	198
Webster Oil Co.	10	1	10	—	—	—
Wesson Inc.	40	1	40	—	25	12
A.T. Williams Oil Co.	97	2	97	—	—	97
J.H. Williams Oil Co., Inc.	86(g)	1	86	0	83	3
The Willis Group, Inc.	126	3	—	—	66	58
Wooten Oil Co.	52	3	52	—	—	23
Wright Industries, Inc.	24	1	24	0	24	0

(f) Totals do not include those for the Uno-ven joint venture in the Midwest.

(g) Includes marinas.

Product Distribution (Cont.)

Commission-operated	Full-service only	Self-service only	Self-service Full-service	Branded Jobbers/Commissioned Agents			
					Number selling . . .		
				Total	Gasoline only	Fuel oil only	Gasoline/Fuel oil
—	—	1	—	0	—	—	—
—	27	—	—	0	—	—	—
—	45	—	—	0	—	—	—
—	—	—	—	—	—	—	—
—	—	278	—	0	—	—	—
17	3	28	3	0	—	—	—
—	7	—	—	—	—	—	—
—	—	28	—	0	—	—	—
—	1	1	—	5	—	3	2
—	—	—	80	—	—	—	—
—	—	—	9	1	1	—	—
—	2	1	7	0	—	—	—
—	—	24	—	0	—	—	—
—	4	14	6	1	—	—	—
9	—	—	9	9	8	—	1
3	1	23	2	4	4	—	—
—	—	6	3	—	—	—	—
—	—	10	—	0	—	—	—
10	6	18	16	—	—	—	—
—	—	—	—	1	—	—	1
—	—	10	—	—	—	—	—
—	—	18	—	—	16	—	2
—	20	—	—	N/A	—	—	—
0	208	1,736	2,446	380	N/A	N/A	N/A
23	64	—	—	0	—	—	—
46	39	84	—	0	—	—	—
—	—	—	—	1,100	—	—	1,100
—	15	4	2	1	—	—	1
—	—	3	1	0	—	—	—
—	30	—	25	0	—	—	—
1	—	10	—	—	—	—	—
1	3	6	1	0	—	—	—
28	7	45	4	2	2	—	—
6	—	6	16	22	6	—	16
—	—	—	—	0	—	—	—
—	—	—	—	—	—	—	—
50	140	110	70	4	1	—	3
15	—	15	—	—	—	—	—
—	N/A	N/A	N/A	3,222	N/A	N/A	N/A
—	—	297	—	5	—	—	5
60	—	60	—	0	—	—	—
—	—	32	—	12	—	—	12
265	783	5,975	8,353	1,219	0	0	0
—	1	26	2	—	—	—	—
—	2	108	—	—	—	—	—
—	—	—	—	—	—	—	—
—	—	26	—	0	—	—	—
0	0	320	0	0	—	—	—
—	—	6	—	0	—	—	—
—	—	—	—	—	—	—	—
13	0	2,498	200	2,080	13	—	2,067
—	—	18	—	1	—	—	—
14	31	—	—	N/A	—	—	—
—	—	400	—	10	—	—	10
—	1	2	—	—	—	—	—
—	—	205	—	0	—	—	—
—	158	185	—	0	—	—	—
—	1,274	677	5,480	267	—	—	267
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—
—	1	3	35	0	—	—	—
—	0	23	81	0	—	—	—
0	73	158	10	0	—	—	—
—	1	8	1	0	—	—	—
3	10	15	15	0	—	—	—
—	—	97	—	—	—	—	—
0	19	21	46	0	0	0	0
2	—	110	16	2	2	—	—
—	7	44	1	1	1	—	—
0	2	0	22	0	—	—	—

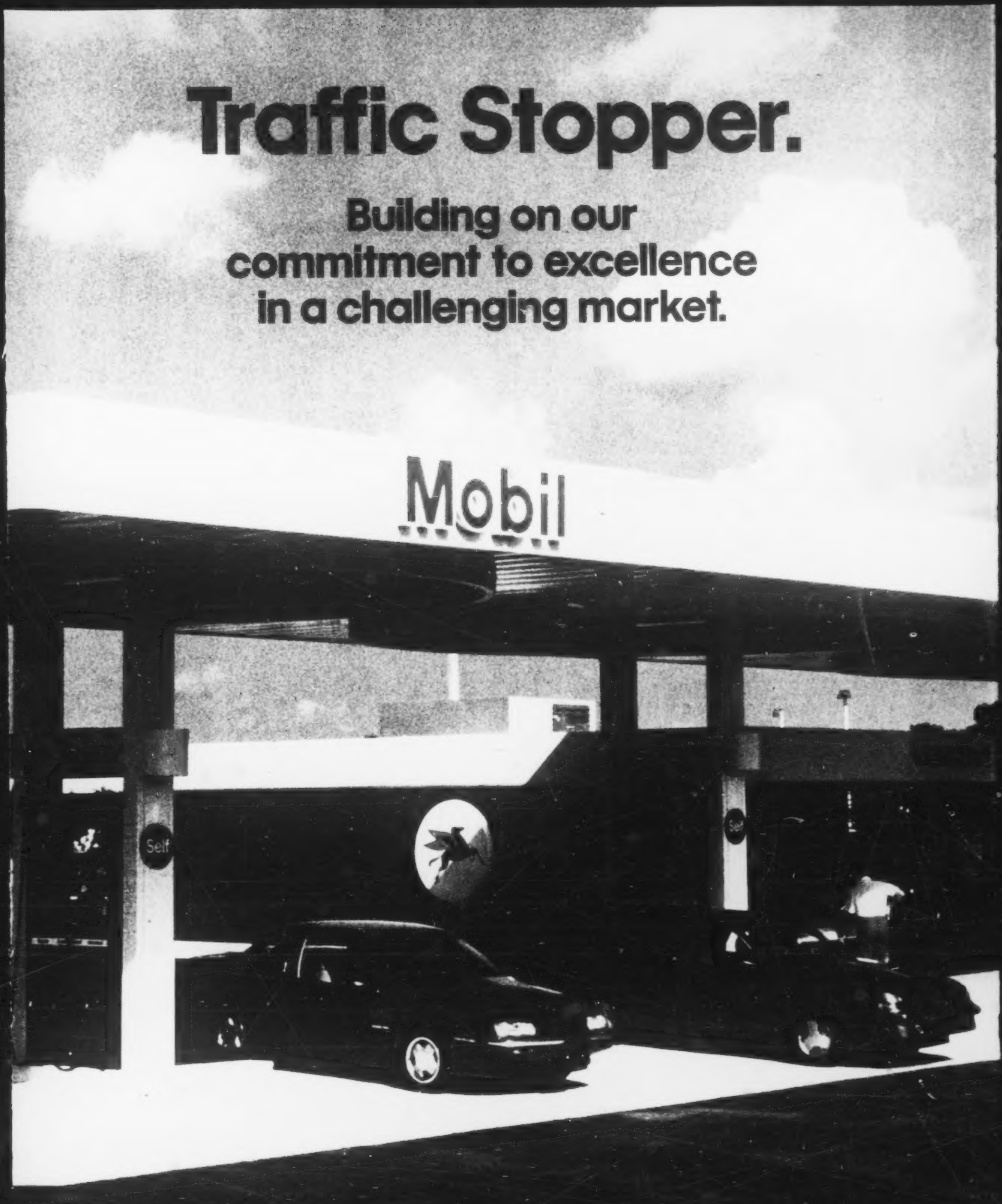
Bulk Plants				Terminals				
	Company-operated				Company-operated			
Total	Salary-operated	Commission-operated	Jobber-operated Bulk plants	Total	Salary-operated	Commission-operated	Jobber operated Terminals	Company
0	—	—	0	0	—	—	0	**Private Brand Services, Inc.**
0	—	—	0	—	—	—	0	**Pyramid Oil Co.**
4	4	—	0	0	—	—	0	**Quality Oil Co.**
7	—	—	7	2	—	—	2	Quarles Petroleum
0	—	—	0	0	—	—	0	Quiktrip Corp.
0	—	—	0	0	—	—	0	Red Hed Oil Co., Inc.
—	—	—	—	—	—	—	—	**Reinauer Petroleum Co.**
0	—	—	0	0	—	—	0	**Remote Services, Inc.**
0	—	—	0	0	—	—	0	**Reynolds Industries, Inc.**
—	—	—	—	—	—	—	—	Rich Oil Inc.
3	2	1	—	0	—	—	—	River Oil Co.
1	1	—	0	0	—	—	0	Roach Oil Co.
0	—	—	—	0	—	—	—	**Robinson Oil Co., Inc.**
3	3	—	—	—	—	—	—	**Royster Oil Co., Inc.**
1	1	—	—	1	1	—	—	**Russell Petroleum Corp.**
2	—	2	2	0	—	—	0	Sahara Oil Co., Inc.
1	1	—	—	—	—	—	—	Santee Oil Co., Inc.
1	1	—	0	0	—	—	0	Save-X USA, Inc.
4	—	—	—	—	—	—	—	**SCASCO**
—	—	—	—	—	—	—	—	**Schaeffer Oil, Inc.**
—	—	—	—	4	4	—	—	**Sears Oil Co., Inc.**
1	1	—	1	—	—	—	—	Shay Oil Co., Inc.
N/A	—	—	—	N/A	—	—	N/A	Shelby Petroleum Corp.
N/A	N/A	N/A	455(h)	91	62	29	—	Shell Oil Co.
0	—	—	—	0	—	—	—	**Shotmeyer Bros. Petroleum Corp.**
11	11	—	0	1	1	—	0	**SICO**
2	2	—	—	15	15	—	—	**Sinclair Oil Co.**
1	1	—	1	0	—	—	0	R.L. Smeltz Oil Co., Inc.
0	—	—	0	0	—	—		Smith-Schafer Oil Co.
1	1	—	N/A	0	—	—	—	SOS Oil Corp.
3	3	—	—	—	—	—	—	**Southern Counties Oil Co.**
0	—	—	0	0	—	—	—	**Southern Oil Co., Inc.**
0	—	—	—	0	—	—	0	**The Spencer Cos.**
0	—	—	0	0	—	—	1	Star Oil Co.
8	8	—	—	6	6	—	0	Steuart Petroleum Co.
1	—	—	—	—	—	—	—	Stevens Oil Co.
13	13	—	2	3	3	—	—	**Sugarcreek Corp.**
—	—	—	—	—	—	—	—	**Sumrall Oil Services, Inc.**
N/A	—	—	—	37	N/A	N/A	N/A	**Sun Refining & Marketing Co.**
N/A	—	—	N/A	N/A	—	—	N/A	Sunshine Jr. Stores, Inc.
0	—	—	0	0	—	—	0	Taylor Oil Co.
7	7	—	10	—	—	—	—	Tesoro Petroleum Corp.
0	0	0	936	75	75	0	3	**Texaco, Inc.**
4	4	—	—	—	—	—	—	**Thornhill Oil Co., Inc.**
—	—	—	—	0	—	—	—	**Thornton Oil Co.**
—	—	—	—	—	—	—	—	Thrifty Oil Co.
0	—	—	—	0	—	—	—	Time Saver Store
0	—	—	—	0	—	—	—	TOC Retail Inc., dba Majik Market
0	—	—	—	0	—	—	—	**Tooley Oil Co.**
—	—	—	—	25	5	20 (i)	—	**Tosco**
1	1	0	11	12	5	7	N/A	**Total Petroleum, Inc.**
—	—	—	—	—	—	—	—	Transit Oil Co.
N/A	—	—	—	N/A	—	—	—	Trenton Oil Co.
15	15	—	30	10	10	—	10	Ultramar
1	—	—	0	1	—	—	0	**UltraPower Corp.**
0	—	—	—	0	—	—	—	**Uni-Marts, Inc.**
0	—	—	N/A	1	1	—	0	**United Refining Co.**
423	19	404	267	12	12	—	—	Unocal Corp.
—	—	—	—	—	—	—	—	V-1 Oil Co.
—	—	—	—	—	—	—	—	Vista Marketing Group, Ltd.
—	—	—	—	—	—	—	—	**Waco Oil Co. Inc.**
0	—	—	0	0	—	—	—	**Wake Up Oil Co. Inc.**
1	1	—	—	—	—	—	—	**Wareluboo, Inc.**
4	4	0	0	1	1	—	—	Warren Equities, Inc.
1	—	—	N/A	0	—	—	N/A	Webster Oil Co.
1	1	—	—	—	—	—	—	Wesson Inc.
—	—	—	—	—	—	—	—	**A.T. Williams Oil Co.**
3	3	0	0	0	0	0	0	**J.H. Williams Oil Co., Inc.**
11	10	1	N/A	1	1	—	N/A	**The Wills Group, Inc.**
1	1	—	0	0	—	—	0	Wocten Oil Co.
0	—	—	0	0	—	—	0	Wright Industries, Inc.

(h) May include terminals.

(i) Terminal operations companies.

Traffic Stopper.

Building on our
commitment to excellence
in a challenging market.


Mobil
Self
Self

Branded Retail Outlets

Company	Total Branded Retail Outlets	Number of States Where Gasoline Brand Is Marketed	New England						Middle Atlantic		
			Maine	N.H.	Vt.	Mass.	R.I.	Conn.	N.Y.	N.J.	Pa.
Advanced Oil Co.	20	2	—	—	—	—	—	—	12	8	—
Agway Petroleum Corp	220	9	7	6	7	14	1	3	131	11	40
American Petrofina, Inc	3,136	25	—	—	—	—	—	—	—	—	—
Amoco Corp.	9,802	33	—	—	—	—	—	41	324	315	441
American Refining Group, Inc.	8	2	—	—	—	—	—	—	—	—	7
Ashland Oil Inc.	1,968	18	—	—	—	—	—	—	—	—	42
Aztex Enterprises	21	1	—	—	—	—	—	—	—	—	—
BP America (Ohio)	7,531	33	3	12	39	79	—	53	44	69	405
Bagwell Oil Co., Inc.	27	2	—	—	—	—	—	—	—	—	—
Bedford Valley Petroleum Corp	51	3	—	—	—	—	—	—	—	—	25
Best Oil Co.	15	2	—	—	—	—	—	—	—	—	14
Bostick Brothers, Inc.	18	2	—	—	—	—	—	—	—	—	—
Bray Terminals, Inc.	43	2	—	—	3	—	—	—	40	—	—
Browning Oil Co.	22	1	—	—	—	—	—	—	—	—	—
Burhmaster Energy Group	3	1	—	—	—	—	—	—	3	—	—
Dennis K. Burke, Inc.	1	1	—	—	—	1	—	—	—	—	—
Bursaw Oil Corp	57	2	—	2	—	55	—	—	—	—	—
By-Lo Oil Co.	17	1	—	—	—	—	—	—	—	—	—
Campbell Oil Co.	79	1	—	—	—	—	—	—	—	—	—
Cannon Oil Corp.	17	3	—	—	—	—	—	—	—	—	—
Cel Oil Products Corp.	8	1	—	—	—	—	—	—	—	—	—
Cenex	1,021	14	—	—	—	—	—	—	—	—	—
Certified Oil Co.	150	3	—	—	—	—	—	—	—	—	—
Champlain Oil Co.	100	4	—	17	76	1	—	—	6	—	—
Chevron Corp.	9,664 (a)	33	—	—	—	—	—	—	—	—	2
Circle K. Corp.	801	22	1	—	—	4	—	2	—	—	—
Citgo	9,734	46	175	138	85	310	41	205	667	199	470
Clark Oil & Refining Corp.	937	12	—	—	—	—	—	—	—	—	5
The Coastal Corp.	807	28	3	—	—	—	—	—	—	50	6
The Coen Co.	125	1	—	—	—	—	—	—	—	—	—
Colonial Oil Industries, Inc.	57	3	—	—	—	—	—	—	—	—	—
Comet Oil Co.	3	2	—	—	—	—	—	—	—	—	—
Conoco Inc.	5,484(b)	37	—	—	—	—	—	—	—	—	13
Consumers Gasoline Stations, Inc.	45	3	—	—	—	—	—	—	—	—	—
Consumers Oil	41	2	—	—	—	—	—	—	—	36	5
Convenient Petroleum Corp.	35	1	—	—	—	—	—	35	—	—	—
Crown Central Petroleum Corp.	601	8	—	—	—	—	—	—	—	—	2
Crystal Flash Petroleum Corp.	26	1	—	—	—	—	—	—	—	—	—
K.E. David, Ltd.	4	1	—	—	—	—	—	—	—	—	4
DeBlois Oil Co.	41	2	—	—	—	12	29	—	—	—	—
Drakes Refinery Stations	6	1	—	—	—	—	—	—	—	—	—
East Coast Oil Corp.	43	1	—	—	—	—	—	—	—	—	—
Engelfield Oil Co.	248	2	—	—	—	—	—	—	—	—	—
Este Oils Co	4	1	—	—	—	—	—	—	—	—	—
Exxon Co., USA	11,673	40	248	81	—	119	13	85	235	468	634
Farm & Home Oil Co	42	2	—	—	—	—	—	—	—	2	40
Farmland Industries	800	15	—	—	—	—	—	—	—	—	—
Flying J, Inc.	86	21	—	—	—	—	—	—	—	—	—
Fortmeyer Co.	1	1	—	—	—	—	—	—	—	—	—
H.N. Funkhouser & Co.	25	1	—	—	—	—	—	—	—	—	—
Getty Petroleum Corp.	2,202	13	119	95	21	218	30	125	732	390	220
Golub Corp.	13	3	—	—	1	1	—	—	11	—	—
Gresham Petroleum Co	33	1	—	—	—	—	—	—	—	—	—
Gulf Oil	3,994	14	190	149	123	570	86	288	710	631	744
Highway Oil, Inc.	176	22	—	2	2	—	—	—	22	—	21
Angus I. Hines, Inc.	53	3	—	—	—	—	—	—	—	—	—
Hough Petroleum	60	2	—	—	—	—	—	—	—	57	3
Huck's Convenience Stores	100	5	—	—	—	—	—	—	—	—	—
Hull Oil Co.	29	2	—	—	—	—	—	—	—	—	—
Hunt Refining Co.	84	2	—	—	—	—	—	—	—	—	—
Imperial Oil Co.	40	2	—	—	—	—	—	—	—	—	—
Jacobus Petroleum Products, Inc.	42	1	—	—	—	—	—	—	—	—	—
J.D. Street & Co., Inc.	71	4	—	—	—	—	—	—	—	—	—
J&L Oil, Inc.	56	3	—	—	—	—	—	—	—	—	—
Johnson Products, Inc.	65	6	36	15	4	2	1	—	7	—	—
Kelley Williamson Co.	40	2	—	—	—	—	—	—	—	—	—
Kelso Oil Co. Inc. dba Pride Oil	12	1	—	—	—	—	—	—	—	—	—
Kerr-McGee Refining Corp.	1,588	20	—	—	—	—	—	—	—	—	—
Kimber Petroleum Corp.	65	1	—	—	—	—	—	—	—	65	—
Kocolene Oil Corp.	73	4	—	—	—	—	—	—	—	—	3
Kwik Shop Inc.	210	5	—	—	—	—	—	—	—	—	—
Carlos R. Leffler	200	1	—	—	—	—	—	—	—	—	200
H.C. Lewis Oil Co.	27	1	—	—	—	—	—	—	—	—	—
The Lyden Co.	153	1	—	—	—	—	—	—	—	—	—

(a) Excludes airport and marina outlets, new car dealerships and military exchanges. (b) Current figures not available. Figures shown are 1989 totals.

in the United States

South Atlantic									East North Central					East South Central			
Del.	Md.	D.C.	Va.	W. Va.	N.C.	S.C.	Ga.	Fla.	Ohio	Ind.	Ill.	Mich.	Wis.	Ky.	Tenn.	Ala.	Miss.
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	4	—	47	93	315	395	—	—	24	—	2	2	152	91	50
—	—	—	—	—	—	—	—	—	1	—	—	—	—	—	—	—	—
20	252	46	371	7	687	315	647	675	237	294	877	484	389	4	646	280	212
—	—	—	23	357	—	—	—	37	318	35	20	9	77	844	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	21	—	—
10	25	—	146	69	763	432	818	534	997	8	2	85	—	526	647	473	445
—	1	—	26	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	17	—	—	9	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	1	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	16
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	22	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	17	—	—	—	—	—
—	—	—	—	—	—	—	—	—	79	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	1	2	—	—	—	—	—	—	—	14	—
—	—	—	—	—	—	8	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	4	187	—	—	—	—
—	—	—	—	10	—	—	—	—	135	—	—	—	—	5	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	127	12	432	184	211	82	651	650	29	8	—	—	—	534	93	625	300
—	—	—	—	—	51	32	146	42	2	1	—	1	—	—	24	21	21
29	194	1	582	81	365	110	402	798	96	89	194	178	276	86	218	370	103
—	—	—	—	3	—	—	—	—	197	111	239	182	92	22	—	—	—
—	2	—	40	3	7	2	11	70	—	1	37	—	—	12	27	2	1
—	—	—	—	—	—	—	—	—	125	—	—	—	—	—	—	—	—
—	—	—	—	—	6	21	30	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	1	2	—	—	—	—	—	—	—	—	—	—
—	—	—	26	5	34	24	48	42	23	5	42	4	54	16	64	84	75
—	—	—	—	—	—	—	—	—	—	—	—	—	—	5	30	10	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	97	—	45	—	142	149	91	21	—	—	—	—	—	—	—	54	—
—	—	—	—	—	—	—	—	—	—	26	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	6	—	—	—	—	—
—	—	—	43	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	28	—	—	—	—	220	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	4	—	—	—	—	—	—	—	—
48	321	40	633	364	1,039	543	463	456	15	1	—	—	—	1	576	305	165
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	10	—	15	—	—	—	—
—	—	—	1	—	1	1	2	—	—	—	—	—	—	1	1	—	—
—	—	—	—	—	—	—	—	—	—	1	—	—	—	—	—	—	—
—	—	—	25	—	—	—	—	—	—	—	—	—	—	—	—	—	—
25	63	—	162	2	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	33
76	12	—	—	3	—	—	—	167	245	—	—	—	—	—	—	—	—
—	4	—	—	5	—	—	—	23	31	9	—	2	—	8	7	2	2
—	—	—	51	1	1	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	5	85	—	—	2	5	—	—
—	—	—	—	—	—	—	—	28	—	—	—	—	—	—	—	1	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	65	19
—	—	—	—	—	—	—	—	—	—	3	—	37	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	42	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	18	—	—	—	—	—	—
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—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	37	—	3	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	12	—	—
—	—	—	—	—	—	—	—	7	—	15	79	—	45	1	28	31	14
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	22	40	—	—	—	8	—	—	—
—	—	—	—	—	—	—	—	—	—	—	16	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	27	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	153	—	—	—	—	—	—	—	—

Branded Retail Outlets (Cont.)

Company	Total Branded Retail Outlets	Number of States Where Gasoline Brand is Marketed	New England						Middle Atlantic		
			Maine	N.H.	Vt.	Mass.	R.I.	Conn.	N.Y.	N.J.	Pa.
Marathon Petroleum Co.	2,132	9	—	—	—	—	—	—	—	—	9
Martin Oil Marketing, Ltd.	43	2	—	—	—	—	—	—	—	—	—
Mauger & Co.	40	1	—	—	—	—	—	—	—	—	40
McDowell Oil Service Inc.	28	1	—	—	—	—	—	—	—	—	28
McLeleer Oil, Inc	55	1	—	—	—	—	—	—	—	—	—
Mid-States Petroleum	121	3	—	—	—	—	—	—	—	—	—
Midwest Petroleum Co.	111	2	—	—	—	—	—	—	—	—	—
Miller Enterprises, Inc.	121	1	—	—	—	—	—	—	—	—	—
Miller Oil Co.	85	2	—	—	—	—	—	—	—	—	—
Mobil Oil Corp	9,001	33	215	158	149	561	771	309	1,343	513	547
Moto Inc.	51	6	—	—	—	—	—	—	—	—	—
Munro Petroleum & Terminal Corp.	36	1	—	—	—	—	—	—	—	—	—
Murphy Oil USA, Inc.	638	14	—	—	—	—	—	—	—	—	—
National Convenience Stores, Inc.	671	4	—	—	—	—	—	—	—	—	—
National Oil & Gas Inc.	95	2	51	6	58	—	—	—	—	—	—
Northville Industries Corp.	110	2	—	—	—	—	—	—	87	23	—
Pal Oil Company, Inc.	85	1	—	—	—	—	—	—	85	—	—
Parker Oil Co., Inc.	81	3	—	—	—	—	—	—	—	—	—
Patterson Oil Co., Inc.	32	1	—	—	—	—	—	32	—	—	—
PDQ Food Stores, Inc	66	3	—	—	—	—	—	—	—	—	—
Pennzoil Products Co.	600	5	—	—	—	—	—	—	25	—	250
Petro USA	40	1	—	—	—	—	—	—	40	—	—
Petroleum Marketers, Inc.	137	3	—	—	—	—	—	—	—	—	—
Petroleum Products Corp.	57	3	—	—	—	—	—	—	—	—	40
Phillips 66 Co.	7,907	29	—	—	—	—	—	—	—	—	—
Piasa Motor Fuels, Inc.	19	2	—	—	—	—	—	—	—	—	—
Pilot Corp.	85	21	—	—	—	—	—	—	—	2	1
Pride Oil Co. (Miss.)	17	2	—	—	—	—	—	—	—	—	—
Private Brand Services, Inc.	1	1	—	—	—	—	—	—	—	—	—
Pyramid Oil Co.	30	1	—	—	—	—	—	—	—	30	—
Quality Oil Co., Inc.	115	1	—	—	—	—	—	—	—	—	—
Quarles Petroleum	50	3	—	—	—	—	—	—	—	—	—
Quicktrip Corp.	278	6	—	—	—	—	—	—	—	—	—
Red Hed Oil Co. Inc.	34	1	—	—	—	—	—	—	—	—	—
Reinauer Petroleum Co	7	1	—	—	—	—	—	—	—	7	—
Remote Services, Inc.	451	15	—	4	—	14	3	29	12	—	2
Reynolds Industries, Inc.	5	3	2	1	—	2	—	—	—	—	—
Rich Oil, Inc.	80	3	—	—	—	—	—	—	—	—	—
River Oil Co.	40	2	—	—	—	—	—	—	—	—	—
Roach Oil Co.	10	2	—	—	—	—	—	—	—	—	—
Royster Oil Co., Inc	24	1	—	—	—	—	—	—	—	—	—
Russell Petroleum Corp.	14	1	—	—	—	—	—	—	—	—	—
Santee Oil Co.	9	1	—	—	—	—	—	—	—	—	—
Save-X USA, Inc.	10	1	—	—	—	—	—	—	—	—	—
SCASO	40	1	—	—	—	—	—	40	—	—	—
Sears Oil Co., Inc.	10	1	—	—	—	—	—	—	10	—	—
Shelby Petroleum Corp.	20	2	—	—	—	—	—	—	—	—	—
Shell Oil Co.	9,389	41	0	12	0	221	55	132	246	275	100
Shotmeyer Bros. Petroleum Corp.	64	1	—	—	—	—	—	—	—	64	—
SICO	123	3	—	—	—	—	—	—	—	36	86
Sinclair Oil Corp.	2,612	20	—	—	—	—	—	—	—	—	—
R.L. Smeltz Oil Co., Inc.	21	1	—	—	—	—	—	—	—	—	21
Smith-Shafer Oil Co	4	1	—	—	—	—	—	—	—	—	—
SOS Oil Corp.	55	1	—	—	—	—	—	—	55	—	—
Southern Oil Co., Inc.	10	1	—	—	—	—	—	—	—	—	—
The Spencer Co., Inc.	56	1	—	—	—	—	—	—	—	—	—
Star Oil Co.	22	1	—	—	—	—	—	—	—	—	—
Steuart Petroleum Co.	68	6	—	—	—	—	—	—	—	—	—
Stevens Oil Co.	53	1	—	—	—	—	—	—	—	—	—
Sugarcreek Corp.	320	1	—	—	—	—	—	—	320	—	—
Sumrall Oil Services, Inc.	15	1	—	—	—	—	—	—	—	—	—
Sun Refining & Marketing Co.	6,019	28	56	77	50	385	103	231	1,150	426	1,345
Sunshine Jr. Stores, Inc.	297	5	—	—	—	—	—	—	—	—	—
Taylor Oil Co.	60	2	—	—	—	—	—	—	—	—	—
Texaco, Inc.	15,111	49	107	70	68	324	66	211	276	294	653
Thornhill Oil Co., Inc.	29	1	—	—	—	—	—	—	—	—	—
TOC Retail Inc., dba Majik Markets	389	11	—	—	—	—	—	—	—	—	—
Thornton Oil Corp.	110	6	—	—	—	—	—	—	—	—	—
Total Petroleum, Inc.	2,698	22	—	—	—	—	—	—	—	—	—
Trenton Oil Co., Inc.	31	1	—	—	—	—	—	—	—	31	—
UltraPower Corp.	5	1	—	—	—	—	—	—	5	—	—
Uni-Marts, Inc.	205	4	—	—	—	—	—	—	26	—	175
United Refining Co.	343	3	—	—	—	—	—	—	195	—	131
Unocal Corp.	7,431(c)	41	—	—	—	—	—	2	2	2	14
Vista Marketing Group Ltd	16	4	—	—	—	—	—	—	—	—	—
Waco Oil Co., Inc.	16	2	—	—	—	—	—	—	—	—	—

(c) Totals do not include those for the Uno-ven joint venture in the Midwest

South Atlantic									East North Central					East South Central			
Del.	Md.	D.C.	Va.	W. Va.	N.C.	S.C.	Ga.	Fla.	Ohio	Ind.	Ill.	Mich.	Wis.	Ky.	Tenn.	Ala.	Miss.
—	—	—	—	23	—	2	—	—	672	443	260	552	29	142	—	—	—
—	—	—	—	—	—	—	—	—	—	18	25	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	55	—	—	—	—	—
—	—	—	—	—	—	—	—	—	18	20	—	83	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	17	—	—	—	—	—	—
—	—	—	—	—	—	—	—	121	—	—	—	—	—	—	—	—	—
—	—	—	58	—	27	—	—	—	—	—	—	—	—	—	—	—	—
60	106	1	152	39	159	—	5	508	117	89	385	510	455	54	99	10	—
—	—	—	—	—	—	—	—	—	10	4	28	—	5	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	36
—	—	—	12	—	36	15	48	91	—	—	—	9	97	11	57	94	31
—	—	—	—	—	—	—	31	15	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	1	—	77	—	3	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	21	—	—	—	—
—	—	—	—	50	—	—	—	—	150	—	—	—	—	25	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	1	—	124	12	—	—	—	—	—	—	—	—	—	—	—	—	—
—	2	—	—	15	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	51	—	605	238	380	249	—	290	497	65	236	21	317	318	137
—	—	—	—	—	—	—	—	—	—	—	17	—	—	—	—	—	—
—	1	—	18	1	1	—	—	1	2	2	2	1	1	2	42	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	2	15
—	—	—	—	—	—	—	—	—	—	—	—	1	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	115	—	—	—	—	—	—	—	—	—	—	—	—
—	1	—	48	1	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	29	—	—	—	3	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	34	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	9	—	—	15	135	18	20	15	—	158	16	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	21	—	—	—	—	39	—	—	—	—	20	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	37	—	3
—	3	—	—	7	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	24	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	14	—
—	—	—	—	—	—	9	—	—	—	—	—	—	—	—	—	—	—
—	—	—	10	—		—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	10	10	—	—
37	222	9	274	17	336	168	341	625	421	328	604	538	127	286	228	282	216
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
1	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	17	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	4	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	10	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	56	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	26	—	24	—	7	6	4	1	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	53	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	15
18	102	8	22	75	69	7	—	—	473	149	236	347	4	63	—	—	—
—	—	—	—	—	—	—	18	160	—	—	—	—	—	—	—	80	35
—	—	—	10	—	50	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	29	—	—	—	—	—	—	—
66	226	8	509	28	801	369	627	898	1	0	27	0	1	32	429	430	324
—	—	—	2	1	23	51	92	45	—	—	—	—	—	7	33	26	23
—	—	—	—	—	—	—	—	—	13	14	17	—	—	55	—	—	—
—	—	—	—	—	—	—	—	—	14	3	29	493	68	1	19	—	2
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
3	1	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	17	—	—	—	—	—	—	—	—
—	4	—	309	22	661	223	606	892	14	6	11	4	4	2	392	643	337
—	—	—	—	—	—	—	—	—	—	—	4	—	7	—	—	—	—
—	—	—	—	—	—	—	—	—	4	—	—	—	—	12	—	—	—

Branded Retail Outlets (Cont.)

Company	Total Branded Retail Outlets	Number of States Where Gasoline Brand is Marketed	New England						Middle Atlantic		
			Maine	N.H.	Vt.	Mass.	R.I.	Conn.	N.Y.	N.J.	Pa.
Wake Up Oil Co., Inc.	39	1	—	—	—	—	—	—	—	—	—
Warelubco	106	69	—	—	—	—	—	—	—	—	—
Warren Equities, Inc.	198	8	11	8	—	47	38	44	41	5	4
Wavaho Oil Co.	96	5	—	—	—	—	—	—	—	—	—
Wesson, Inc.	40	1	—	—	—	—	—	40	—	—	—
A.T. Williams Oil Co.	97	2	—	—	—	—	—	—	—	—	—
J.H. Williams Oil Co., Inc.	86 (d)	1	—	—	—	—	—	—	—	—	—
The Wills Group, Inc.	126	3	—	—	—	—	—	—	—	—	—
Wooten Oil Co.	52	3	—	—	—	—	—	—	—	—	—
Wright Industries, Inc.	24	1	—	—	—	—	—	—	—	—	—

(d) Includes marinas.

Company	Total Branded Retail Outlets	Number of States Where Gasoline Brand is Marketed	West North Central						
			Minn.	Iowa	Mo.	N.D.	S.D.	Neb.	Kan.
Ada Resources & Energy, Inc.	61	1	—	—	—	—	—	—	—
American Petrofina, Inc.	3,136	25	100	25	146	—	19	17	102
Amoco Corp.	9,802	33	469	367	396	168	165	128	205
ARCO	1,541	5	—	—	—	—	—	—	—
Arkansas Valley Petroleum	83	2	—	—	11	—	—	—	—
Ashland Oil Co., Inc.	1,968	18	164	6	3	1	6	—	—
BP America, Inc. (Ohio)	7,531	33	—	—	1	—	—	—	—
Bostick Brothers, Inc.	18	2	—	—	—	—	—	—	—
Bradley Petroleum Inc.	36	3	—	—	—	—	—	—	—
Brennen Petroleum Co.	1	1	—	—	—	—	—	—	—
Broken Hill Proprietary/Pacific Resources dba Gas Express	25	1	—	—	—	—	—	—	—
Cenex	1,021	14	221	54	—	152	109	49	9
Chapman, Inc.	37	1	—	—	—	—	—	—	—
Chevron Corp.	9,664(a)	33	—	—	2	—	—	—	—
Circle K Corp.	801	22	—	—	—	—	—	—	—
Citgo Petroleum Corp.	9,734	46	18	24	206	—	2	6	35
Clark Oil & Refining Corp.	937	12	18	7	51	—	—	—	10
The Coastal Corp.	807	28	8	112	70	—	6	44	155
Como Oil Co.	30	1	30	—	—	—	—	—	—
Conoco Inc.	5,484(b)	37	180	221	339	87	80	228	242
Cook & Cooley, Inc.	60	1	—	—	—	—	—	—	—
Curtis Parker Oil Co., Inc.	21	1	—	—	—	—	—	—	—
Diamond Shamrock, Inc.	1,914	8	—	—	1	—	—	—	18
Exxon Co., USA	11,673	40	—	—	1	—	14	—	—
Farmland Industries	800	15	50	120	40	30	75	160	175
Fleetman Inc. dba Fuelman	5	1	—	—	—	—	—	—	—
Flying J Inc.	86	21	—	1	1	6	—	—	—
Friends Convenience Store	33	1	—	—	—	—	—	—	—
Fuel-Link, Inc.	1	1	—	—	—	—	—	—	—
General Oil Co.	29	1	—	—	—	—	—	—	—
Giant Industries, Inc.	39	3	—	—	—	—	—	—	—
Golden Gate Petroleum Co.	5	1	—	—	—	—	—	—	—
Harris Enterprises Inc.	24	2	—	—	—	—	—	—	—
Hawaiian Independent Refinery, Inc.	25	1	—	—	—	—	—	—	—
Highway Oil, Inc.	176	22	—	1	10	—	1	1	8
Barney Holland Oil Co.	90	1	—	—	—	—	—	—	—
Horkey Oil Co. Inc.	32	1	—	—	—	—	—	—	—
Horn Distributing Co. Inc.	21	1	—	—	—	—	—	—	—
Huck's Convenience Stores	100	5	—	—	3	—	—	—	—
Hudson Oil Co.	11	2	—	—	—	—	—	—	—
J.D. Street & Co., Inc.	71	4	—	1	46	—	—	—	—
JS&J Service Inc.	3	2	—	—	—	—	—	—	—
Kent Distributors, Inc.	8	1	—	—	—	—	—	—	—
Kerr-McGee Refining Corp.	1,588	20	20	103	172	3	21	82	127
Kwik Shop, Inc.	210	5	—	65	—	—	—	48	63
Merchants Oil Co.	49	1	—	—	—	—	—	—	—
Merritt Traux, Inc.	84	3	—	—	—	—	—	—	—
MFA Oil Company	200	1	—	—	200	—	—	—	—
Mid-Missouri Oil Co.	15(b)	1	—	—	15	—	—	—	—
Midwest Petroleum Co.	111	2	—	—	94	—	—	—	—
Mini-Mart Inc.	118	6	—	—	—	28	9	4	—
Missouri Terminal Oil Co.	8	1	—	—	8	—	—	—	—
Mobil Oil Corp.	9,001	33	269	—	88	19	—	—	—
Moto, Inc.	51	6	2	—	2	—	—	—	—
Murphy Oil USA, Inc.	638	14	86	—	—	—	—	—	—
Musket Corp.	125	6	—	—	—	—	—	—	16
National Convenience Stores, Inc.	871	4	—	—	—	—	—	—	—

(a) Excludes airport and marina outlets, new car dealerships and military exchanges.

(b) Current figures not available. Figures shown are 1989 totals.

South Atlantic									East North Central					East South Central			
Del.	Md.	D.C.	Va.	W. Va.	N.C.	S.C.	Ga.	Fla.	Ohio	Ind.	Ill.	Mich.	Wis.	Ky.	Tenn.	Ala.	Miss.
—	—	—	—	—	—	—	—	—	—	39	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	8	—	3	75	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	8	—	3	67	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	40	—	57	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	86	—	—	—	—	—	—	—	—	—
3	110	—	13	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	1	—	50	1	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	24	—	—	—	—	—	—

West South Central				Mountain								Pacific				
Ark.	La.	Okla.	Texas	Mont.	Idaho	Wyo.	Colo.	N.M.	Ariz.	Utah	Nev.	Wash.	Ore.	Calif.	Alaska	Hawaii
—	—	—	61	—	—	—	—	—	—	—	—	—	—	—	—	—
108	98	141	1,040	—	—	—	6	147	11	1	—	—	—	—	—	—
—	—	—	—	—	17	62	222	—	—	39	1a	—	—	—	—	—
—	—	—	—	—	—	—	—	—	75	—	76	209	89	1,092(e)	—	—
—	—	72	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	22	—	1	—	—	—	—	—	3	—	—	—	—
9	—	1	2	—	—	—	—	3	1	—	—	232	241	356	—	—
2	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	2	29	5	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	1	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	25
—	—	—	—	72	43	8	—	—	—	6	—	72	35	—	—	—
—	—	—	37	—	—	—	—	—	—	—	—	—	—	—	—	—
271	470	82	1,779	57	124	27	1	178	185	123	81	346	223	1,558	100	117
18	141	65	128	—	—	—	—	—	56	—	20	7	—	—	—	2
277	218	297	1,226	—	19	—	190	33	78	124	125	127	1	266	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
13	16	38	46	—	—	3	24	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
226	523	475	898	297	48	103	466	132	6	144	5	102	—	63	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	60	—	—
—	21	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
58	36	59	1,499	—	—	—	154	89	—	—	—	—	—	—	—	—
332	542	1	2,165	219	27	16	10	111	282	15	33	215	89	748	—	—
10	—	60	70	—	5	10	50	—	—	—	—	—	—	—	—	—
—	5	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
1	—	—	4	4	6	4	3	—	3	16	3	13	5	10	—	—
—	—	—	33	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	1	—	—
29	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	1	14	24	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	5	—	—
—	—	—	—	—	—	—	—	—	—	—	—	3	21	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	25
—	—	—	12	—	—	1	2	—	—	—	—	—	—	—	—	—
—	—	—	90	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	32	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	21	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	10	1	—	—	—	—	—	—	—	—	—	—	—	—	—
6	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
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—	—	—	8	—	—	—	—	—	—	—	—	—	—	—	—	—
232	3	419	180	—	—	—	—	6	—	—	—	—	—	—	—	—
—	—	18	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	49	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	3	70	11	—	—
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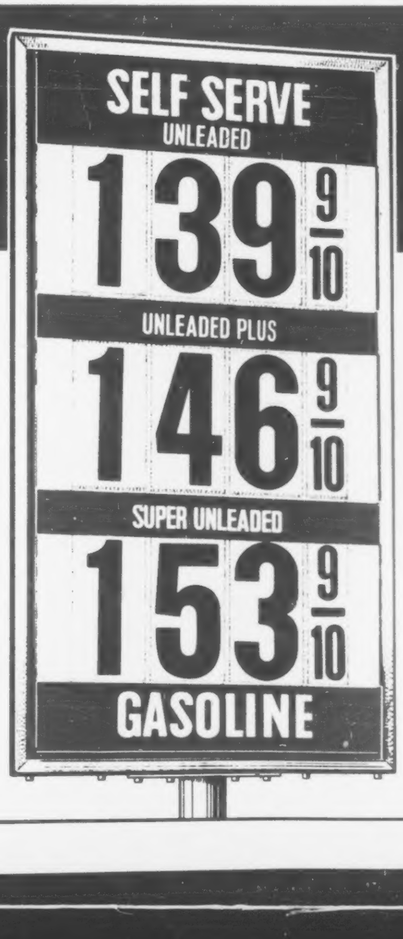
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	23	—	41	18	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
1	261	—	767	—	—	—	—	—	176	—	—	—	—	745	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
5	46	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
2	—	82	13	—	—	—	7	5	—	—	—	—	—	—	—	—
—	—	—	778	—	—	—	—	—	—	—	—	—	—	47	—	—

(e) Excludes 6 am/pms with no gasoline sales.

Branded Retail Outlets (Cont.)

Company	Total Branded Retail Outlets	Number of States Where Gasoline Brand Is Marketed	West North Central						
			Minn.	Iowa	Mo.	N.D.	S.D.	Neb.	Kan.
Neel, Inc.	25	1	—	—	—	—	—	—	—
Nelia Oil Co.	25	2	—	—	—	—	—	—	—
Newell Oil Co.	13	1	—	—	—	—	—	—	—
PDQ Food Stores, Inc.	66	3	14	—	—	—	—	—	—
Peavey Oil Co.	7	1	—	—	—	—	—	—	—
Phillips 66 Co.	7,907	29	391	338	611	29	85	236	328
Plesa Motor Fuels Inc.	19	2	—	—	2	—	—	—	—
Pilot Corp.	85	21	—	1	1	—	—	—	—
Quicktrip Corp.	278	6	—	48	64	—	—	—	66
Remote Services, Inc.	451	15	—	1	—	—	—	—	—
Robinson Oil Co. Inc.	24	1	—	—	—	—	—	—	—
Sahara Oil Co., Inc.	26	1	—	—	—	—	—	—	—
Shay Oil Co., Inc.	18	1	—	—	—	—	—	—	—
Shell Oil Co.	9,389	41	0	12	162	0	0	0	0
Sinclair Oil Corp.	2,612	20	143	189	372	167	192	190	58
Southern Counties Oil Co.	10	1	—	—	—	—	—	—	—
Sun Refining & Marketing Co.	6,019	28	—	160	118	—	—	3	2
Sunshine Jr. Stores, Inc	297	5	—	—	—	—	—	—	—
Tesoro Petroleum Corp.	132	1	—	—	—	—	—	—	—
Texaco Inc.	15,111	49	188	189	319	1	74	243	183
Thornton Oil Corp.	110	6	—	—	—	—	—	—	—
Thrifty Oil Corp.	250	1	—	—	—	—	—	—	—
Time Saver Stores	26	1	—	—	—	—	—	—	—
T.O.C. Retail Inc. dba Majik Markets	389	11	—	—	—	—	—	—	—
Tooley Oil Co.	6	1	—	—	—	—	—	—	—
Total Petroleum, Inc.	2,698	22	106	120	427	4	30	153	416
Ultramar, Inc.	400	1	—	—	—	—	—	—	—
Unocal Corp.	7,431(c)	41	1	2	21	—	—	2	1
V-1 Oil Co.	36	6	—	—	—	—	—	—	—
Vista Marketing Group, Ltd.	16	4	—	1	4	—	—	—	—
Warelubco Inc.	106	6	—	—	—	—	—	—	—
Webster Oil Co.	10	1	—	—	10	—	—	—	—



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West South Central				Mountain								Pacific				
Ark.	La.	Okla.	Texas	Mont.	Idaho	Wyo.	Colo.	N.M.	Ariz.	Utah	Nev.	Wash.	Ore.	Calif.	Alaska	Hawaii
—	—	—	25	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	1	—	—	24	—	—
—	—	—	13	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	31	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	7	—	—	—
218	180	487	943	—	76	43	222	148	—	168	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
1	—	—	1	—	—	—	—	1	2	—	—	—	—	1	—	—
—	—	68	—	—	—	—	—	—	—	—	—	—	—	—	—	—
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—	—	—	—	—	—	—	—	—	26	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	18	—	—	—	—	—	—	—
91	409	2	594	0	24	0	6	74	53	17	38	211	179	1,360	0	57
83	—	143	—	199	194	113	269	14	2	219	14	19	4	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	10	—	—
21	—	319	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	4	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	132	—
308	611	549	2,353	2	93	70	298	185	306	198	80	544	344	950	68	44
—	—	—	7	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	250	—	—
—	26	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	36	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	6	—	—
110	2	510	83	—	—	5	87	16	—	—	—	—	—	—	—	—
—	—	—	—	—	—	—	—	—	—	—	—	—	—	400	—	—
86	234	2	41	1	12	—	1	2	191	35	66	272	192	1,[illegible]21	52	146
—	—	—	—	7	10	13	1	—	—	3	—	2	—	—	—	—
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—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—

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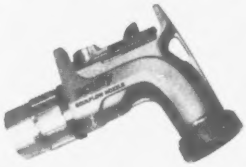
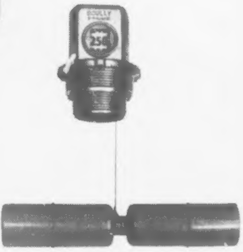
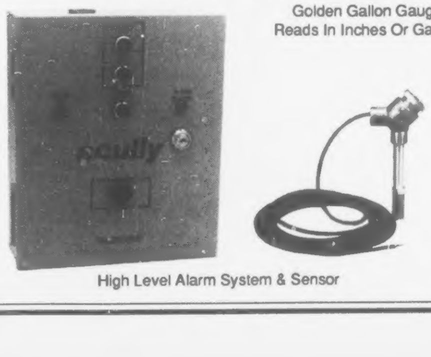

Delivery Nozzle

Audible Ventalarm Fill Signal


Golden Gallon Gauge Reads In Inches Or Gallons



High Level Alarm System & Sensor

Average Number of Employees

(As of January 1, 1990)

	Mining	Refining		Transportation		Wholesale	Retail	
State	Oil and Gas Extraction	Petroleum Refining	Oils and Greases	Pipelines, Except Gas	Gas Distribution	Petroleum Products	Gasoline Stations	Total Industry
Alabama	1,961	403	48	85	3,287	5,794	8,677	20,255
Alaska	9,084	302	15	893	230	609	1,061	12,194
Arizona	114	N/A	N/A	122	1,794	1,403	9,217	12,650
Arkansas	2,540	454	0	280	2,196	2,828	5,573	13,871
California	31,367	25,652	921	1,344	11,127	14,289	62,670	147,370
Colorado	12,325	538	46	82	1,986	2,345	9,176	26,498
Connecticut	107	0	49	0	2,208	1,772	9,271	13,407
Delaware	11	790	10	3	324	261	1,360	2,759
Dist. of Col.	2,986	47	N/A	1	651	158	840	4,683
Florida	486	19	258	65	2,250	7,251	30,483	4,812
Georgia	75	84	102	508	3,971	7,099	18,012	29,851
Hawaii	12	464	0	0	358	673	3,441	4,948
Idaho	4	0	0	17	338	1,514	3,425	5,298
Illinois	3,136	7,558	1,195	908	7,749	10,782	27,896	59,024
Indiana	463	2,247	339	391	2,848	3,470	19,276	29,034
Iowa	22	N/A	127	129	1,113	3,324	13,428	18,143
Kansas	8,141	1,926	353	2,032	2,756	2,562	9,339	27,109
Kentucky	1,810	3,893	110	134	2,935	3,192	11,464	23,538
Louisiana	52,700	10,600	636	1,006	6,155	6,797	7,332	85,226
Maine	N/A	0	0	N/A	N/A	1,397	3,912	5,309
Maryland	50	25	292	42	1,132	2,935	13,243	17,719
Massachusetts	71	N/A	437	19	5,089	2,634	15,769	24,019
Michigan	4,090	732	791	278	6,595	6,502	25,955	44,943
Minnesota	145	N/A	N/A	215	2,178	2,851	17,735	23,124
Mississippi	5,375	1,537	171	229	2,120	3,186	6,632	19,250
Missouri	75	N/A	306	202	3,873	6,165	20,739	31,360
Montana	1,712	797	0	77	369	1,344	3,337	7,636
Nebraska	462	N/A	N/A	86	1,444	2,512	7,316	11,820
Nevada	169	7	0	12	826	551	4,337	5,902
New Hampshire	0	0	0	3	264	446	2,932	3,645
New Jersey	85	6,410	991	140	2,419	3,821	18,883	32,749
New Mexico	8,529	684	26	276	2,651	1,291	4,830	19,287
New York	1,618	2,237	430	134	6,634	8,348	27,412	46,813
North Carolina	20	N/A	222	118	2,887	5,854	11,566	20,667
North Dakota	2,541	219	126	139	937	2,225	2,299	8,486
Ohio	5,790	6,548	610	683	7,418	7,385	33,768	62,202
Oklahoma	40,736	4,484	664	1,188	5,259	5,070	7,422	64,823
Oregon	50	N/A	N/A	N/A	1,370	2,723	9,117	13,260
Pennsylvania	3,700	8,300	800	700	8,400	10,100	27,800	59,800
Rhode Island	N/A	0	6	N/A	973	404	2,387	3,770
South Carolina	28	N/A	N/A	N/A	568	3,876	7,996	12,468
South Dakota	109	0	0	54	122	1,570	2,780	4,635
Tennessee	248	387	44	43	1,817	5,715	11,513	19,767
Texas	159,261	25,898	1,096	4,536	28,077	28,183	33,017	280,068
Utah	1,891	826	914	78	2,232	1,157	5,857	12,955
Vermont	N/A	N/A	N/A	N/A	110	462	2,402	2,974
Virginia	266	299	N/A	N/A	3,001	8,669	15,946	28,181
Washington	507	1,710	N/A	88	N/A	2,704	11,060	16,069
West Virginia	4,500	245	163	87	4,839	1,434	5,183	16,451
Wisconsin	N/A	N/A	55	192	2,646	3,955	17,642	24,490
Wyoming	8,228	984	6	229	1,003	907	3,229	14,586
Total	377,600	117,306	12,359	17,648	161,529	213,499	635,757	1,535,898

Note: Data differ from the Bureau of Labor Statistics national averages due to confidentiality rules.
Source: Various state government agencies.

How Distillates Were Used in 1989

(Add 000 gal.)

Use	1989	1988	% Change	% Share of Total Distillates Use in 1989	% Share of Total Distillates Use in 1988
Residential	7,501,098	7,662,046	(2.1)	15.5	16.0
Commercial	3,858,743	4,135,079	(6.7)	8.0	8.6
Industrial	2,565,293	2,617,639	(2.0)	5.3	5.5
Oil Company	845,217	872,133	(3.1)	1.7	1.8
Farm	3,196,928	3,420,671	(6.5)	6.6	7.1
Elec. Utilities	1,078,887	800,085	34.8	2.2	1.7
Railroad	3,264,229	3,259,250	—	6.7	6.8
Vessel Bunkering	2,356,444	2,310,367	2.0	4.9	4.8
On-Highway Diesel	21,131,692	20,038,691	5.5	43.7	41.8
Off-Highway Diesel	1,637,497	1,821,819	(10.1)	3.4	3.8
Military	928,316	980,877	(5.4)	1.9	2.0
All other	20,106	66,763	(69.9)	—	0.1
U.S. Total	**48,393,450**	**47,985,420**	**0.9**	—	—

Source: Energy Information Administration, Fuel Oil and Kerosine Sales 1989, published in January 1991 as a stand-alone publication.

How Residual Was Used in 1989

(Add 000 gal.)

Use	1989	1988	% Change	% Share of Total Residual Use in 1989	% Share of Total Residual Use in 1988
Commercial	1,537,027	1,788,728	(14.1)	7.3	8.4
Industrial	3,712,664	3,855,070	(3.4)	17.7	18.2
Oil Company	403,191	433,294	(6.9)	1.9	2.0
Elec. Utilities	9,797,966	9,540,878	2.7	46.7	45.0
Railroad	151	33	357.6	—	—
Vessel Bunkering	5,410,263	5,248,981	3.1	25.8	24.8
Military	105,255	137,287	23.3	—	0.6
All other	36,298	175,279	(79.4)	—	0.8
U.S. Total	**21,002,814**	**21,179,550**	—	—	—

Source: Energy Information Administration, Fuel Oil and Kerosine Sales 1989, published in January 1991 as a stand-alone publication.

How Kerosine Was Used in 1989

(Add 000 gal.)

Use	1989	1988	% Change	% Share of Total Kerosine Use in 1989	% Share of Total Kerosine Use in 1988
Residential	618,322	770,042	(19.7)	47.9	53.1
Commercial	349,566	306,584	14.0	27.1	21.2
Industrial	171,124	188,117	(9.0)	13.2	13.0
Farm	36,907	45,990	(19.7)	2.9	3.2
All Other	115,750	167,583	(31.0)	9.0	11.6
U.S. Total	**1,291,668**	**1,478,316**	**(12.6)**	—	—

Source: Energy Information Administration, Fuel Oil and Kerosine Sales 1989, published in January 1991 as a stand-alone publication.

How New Homes Are Heated

Region	New Homes Completed (Add 000)	Share of New Homes by Fuels and Percentages			
		Gas	Electric	Oil	Others
Northeast	159	51%	18%	28%	3%
Midwest	191	85	12	(*)	3
South	420	38	60	1	2
West	257	75	19	(*)	5
Total 1989	**1,026**	**58%**	**34%**	**5%**	**3%**
Total 1988	**1,085**	**54%**	**37%**	**6%**	**3%**

(*) Negligible.
Source: Characteristics of New Housing Dept. of Commerce, Current Construction Reports, Characteristics of New Housing.

Gas: Who Uses It for Heat

Region	% of Gas-Heated Homes To Total Gas-Using Homes	Consumers Added in 1989 (Add 000)		
		New Homes	Existing Homes	Total Added
New England	71.3	17.6	23.2	40.8
Mid-Atlantic	66.5	70.7	50.0	120.7
East North Central	95.0	140.5	30.0	170.5
West North Central	97.5	49.3	10.2	59.5
South Atlantic	78.3	83.3	22.3	105.6
East South Central	86.1	15.8	9.3	25.1
West South Central	94.3	34.8	2.6	37.4
Mountain	92.3	46.4	8.3	54.7
Pacific	98.3	193.9	25.4	219.3
Total	**88.0**	**652.4**	**181.3**	**833.7**
% Change 1989 vs. 1988	—	**(7.1)**	**(2.1)**	**(6.0)**

Source: American Gas Association, House Heating Survey 1989, Table #2.

1990 Gas Heat Equipment Shipments

Class and Type of Equipment	1990	1989	% Change
Central Heating:			
Furnaces	1,950,465	2,162,185	(9.8)
Boilers	204,004	191,803	6.4
Space Heating:			
Wall Furnances Vented	150,930	173,410	(13.0)
RV Systems	N/A	N/A	—
Water Heaters:			
Gas	3,906,264	4,130,469	(5.4)
Electric	3,226,321	3,369,321	(4.2)
Oil (a)	36,000	36,000	—

(a) Estimated by fuel oil industry sources for comparison.
Source: Gas Appliance Manufacturers Association.

Distillate Sales in 1988 and 1989...

(Add 000 gal.)

	Residential		Commercial		Industrial	
Destination	**1988**	**1989**	**1988**	**1989**	**1988**	**1989**
PAD District 1						
Connecticut	551,570	597,477	126,954	143,928	41,539	39,079
Delaware	58,492	55,486	16,393	12,513	8,396	8,934
Dist. of Col	12,392	6,115	22,978	22,669	41	107
Florida	21,929	15,238	139,057	116,672	34,013	39,961
Georgia	10,821	11,208	50,504	40,934	36,948	43,679
Maine	250,661	238,445	75,085	68,062	25,728	27,390
Maryland	248,603	215,803	78,171	84,163	28,327	28,770
Massachusetts	778,311	862,166	267,161	325,448	81,932	84,689
New Hampshire	155,027	180,907	48,426	49,823	12,381	12,902
New Jersey	733,996	668,788	331,693	342,936	84,121	70,026
New York	1,529,357	1,460,843	618,101	649,743	55,117	62,048
North Carolina	240,830	196,372	129,619	98,741	81,008	81,108
Pennsylvania	830,514	925,768	234,527	306,381	193,592	150,398
Rhode Island	151,241	133,478	33,914	32,707	9,660	9,234
South Carolina	47,027	53,820	44,277	38,861	21,804	24,867
Vermont	81,504	90,843	29,000	30,329	8,010	8,474
Virginia	292,714	263,958	109,142	98,760	77,482	74,019
West Virginia	24,079	27,056	15,011	20,776	82,313	81,502
Total	**6,019,068**	**6,003,771**	**2,370,013**	**2,483,446**	**882,412**	**847,187**
PAD District 2						
Illinois	**89,088**	**66,377**	**82,151**	**59,185**	**72,447**	**75,664**
Indiana	**117,319**	**97,159**	**56,174**	**48,503**	**71,576**	**84,897**
Iowa	**46,844**	**44,732**	**28,766**	**20,565**	**19,781**	**13,458**
Kansas	**1,254**	**1,345**	**16,178**	**14,002**	**14,194**	**10,401**
Kentucky	**37,225**	**31,287**	**40,976**	**27,261**	**152,600**	**139,924**
Michigan	**244,362**	**200,352**	**102,033**	**87,247**	**78,573**	**50,080**
Minnesota	**183,729**	**188,737**	**46,264**	**43,396**	**41,621**	**36,800**
Missouri	**26,635**	**19,892**	**69,849**	**38,886**	**38,594**	**33,430**
Nebraska	**8,355**	**10,456**	**12,554**	**9,561**	**5,116**	**5,046**
North Dakota	**40,530**	**38,339**	**6,467**	**7,804**	**12,640**	**17,825**
Ohio	**195,507**	**192,031**	**93,700**	**70,839**	**106,464**	**111,409**
Oklahoma	**1,172**	**17**	**26,213**	**26,779**	**24,679**	**22,281**
South Dakota	**38,625**	**37,803**	**14,495**	**9,253**	**8,409**	**5,144**
Tennessee	**9,476**	**10,270**	**46,311**	**27,900**	**42,657**	**31,685**
Wisconsin	**273,650**	**226,563**	**75,758**	**84,664**	**29,508**	**21,416**
Total	**1,313,771**	**1,165,360**	**717,889**	**575,845**	**718,859**	**659,460**
PAD District 3						
Alabama	1,773	1,442	47,236	51,571	88,349	81,243
Arkansas	55	32	10,684	18,475	20,300	22,918
Louisiana	99	323	54,428	35,497	36,289	24,230
Mississippi	180	273	25,175	35,915	34,130	23,570
New Mexico	514	441	23,573	21,249	71,161	44,243
Texas	1,334	539	234,553	163,537	184,732	236,711
Total	**3,955**	**3,050**	**395,649**	**326,244**	**434,961**	**432,915**
PAD District 4						
Colorado	**2,221**	**1,753**	**42,770**	**22,623**	**45,199**	**35,260**
Idaho	**25,838**	**23,431**	**18,114**	**14,624**	**20,019**	**30,087**
Montana	**9,850**	**15,377**	**8,361**	**8,558**	**18,124**	**45,880**
Utah	**5,520**	**7,680**	**29,284**	**19,280**	**40,870**	**32,114**
Wyoming	**1,293**	**1,396**	**11,315**	**10,479**	**47,085**	**54,353**
Total	**44,722**	**49,637**	**109,844**	**75,564**	**171,297**	**197,694**
PAD District 5						
Alaska	53,971	63,744	36,760	34,630	27,629	35,482
Arizona	264	283	20,391	15,715	37,327	59,550
California	9,580	10,108	265,230	193,766	215,198	168,271
Hawaii	74	17	25,357	20,800	4,738	4,090
Nevada	12,216	10,587	19,107	15,896	57,528	94,996
Oregon	77,372	79,305	63,832	45,131	29,093	27,587
Washington	127,023	115,235	111,008	71,707	38,595	38,062
Total	**280,500**	**279,279**	**541,685**	**397,645**	**410,108**	**428,038**
U.S. Total	**7,662,016**	**7,501,097**	**4,135,080**	**3,858,744**	**2,617,637**	**2,565,294**

Source: Distillate, kerosine and residual fuel oil sales data, Energy Information Administration, Fuel Oil and Kerosine Sales 1989, published January 1991.

...By End Use

(Add 000 gal.)

Special note: Since 1985, the Energy Information Administration (EIA) has been publishing two sets of data in its annual report on fuel oil and kerosine sales. The original objective was to abandon one and retain the other. Because of statistical disparities, this switchover has been delayed indefinitely. The data on these pages are called "sales" by the EIA but are compatible with prior NPN FACTBOOK summaries called "deliveries" in the past.

	Oil Company		Farm		Electric Utility	
Destination	**1988**	**1989**	**1988**	**1989**	**1988**	**1989**
PAD District 1						
Connecticut	240	286	1,905	2,520	2,405	5,386
Delaware	380	269	6,477	5,541	6,261	14,312
Dist. of Col.	—	—	—	—	71,720	71,970
Florida	938	979	83,471	47,533	56,055	79,629
Georgia	156	280	66,123	82,966	12,510	16,155
Maine	11	403	6,112	4,540	606	2,915
Maryland	843	968	24,984	23,920	16,697	63,558
Massachusetts	853	763	2,447	2,910	22,055	24,448
New Hampshire	63	107	2,303	1,961	1,233	3,306
New Jersey	4,946	4,236	16,849	19,113	33,155	54,808
New York	7,506	10,284	50,739	48,870	81,982	114,115
North Carolina	22	81	43,810	39,584	18,434	22,419
Pennsylvania	14,121	16,087	33,615	46,838	60,890	82,654
Rhode Island	300	249	232	199	2,164	1,961
South Carolina	692	299	21,478	27,394	8,692	11,880
Vermont	25	23	8,679	6,851	1,908	1,517
Virginia	1,191	1,088	29,428	32,398	17,231	33,892
West Virginia	2,873	1,931	5,091	4,960	6,316	22,472
Total	**35,160**	**38,333**	**403,743**	**398,098**	**420,314**	**627,397**
PAD District 2						
Illinois	**7,540**	**6,078**	**189,073**	**170,578**	**29,615**	**24,651**
Indiana	**1,289**	**930**	**85,050**	**84,188**	**19,048**	**29,115**
Iowa	**55**	**71**	**175,643**	**147,584**	**8,624**	**4,832**
Kansas	**7,730**	**8,024**	**146,670**	**132,404**	**6,280**	**7,468**
Kentucky	**574**	**683**	**44,062**	**38,602**	**8,740**	**17,107**
Michigan	**3,878**	**1,353**	**75,242**	**59,830**	**34,125**	**37,769**
Minnesota	**512**	**524**	**154,086**	**129,423**	**8,439**	**6,384**
Missouri	**465**	**315**	**75,031**	**79,324**	**9,594**	**9,620**
Nebraska	**458**	**22**	**159,059**	**145,637**	**647**	**3,902**
North Dakota	**2,686**	**4,421**	**82,674**	**89,892**	**1,999**	**4,302**
Ohio	**7,547**	**6,153**	**75,940**	**74,818**	**20,205**	**21,269**
Oklahoma	**23,790**	**30,983**	**51,635**	**41,123**	**66**	**542**
South Dakota	**11**	**12**	**91,500**	**74,497**	**1,265**	**862**
Tennessee	**984**	**551**	**37,538**	**39,597**	**2,842**	**3,447**
Wisconsin	**724**	**430**	**82,151**	**85,923**	**9,551**	**17,090**
Total	**58,243**	**60,550**	**1,525,354**	**1,393,420**	**161,040**	**188,360**
PAD District 3						
Alabama	2,159	9,997	37,124	60,320	7,208	10,486
Arkansas	1,160	4,913	153,512	92,106	11,103	11,073
Louisiana	301,589	328,594	177,694	91,754	13,349	20,371
Mississippi	40,260	18,459	122,241	133,238	4,361	5,072
New Mexico	16,701	11,533	26,954	16,925	387	6,351
Texas	309,844	302,383	387,089	345,675	35,245	61,532
Total	**671,713**	**675,879**	**904,614**	**740,018**	**71,653**	**114,885**
PAD District 4						
Colorado	**4,329**	**1,316**	**62,193**	**54,657**	**3,088**	**5,161**
Idaho	**93**	**8**	**66,078**	**68,266**	**48**	**27**
Montana	**1,032**	**1,093**	**37,452**	**53,859**	**1,043**	**2,552**
Utah	**1,555**	**4,459**	**16,783**	**9,656**	**4,386**	**4,293**
Wyoming	**13,434**	**14,038**	**10,187**	**9,713**	**5,931**	**6,899**
Total	**20,443**	**20,914**	**192,693**	**196,151**	**14,496**	**18,932**
PAD District 5						
Alaska	42,770	27,330	358	257	34,863	21,953
Arizona	231	67	22,433	31,647	4,993	4,382
California	40,105	19,399	254,767	302,124	28,521	19,719
Hawaii	1,782	923	18,509	11,132	60,862	74,240
Nevada	165	321	8,360	5,187	1,768	2,639
Oregon	620	279	49,234	49,245	467	5,363
Washington	900	1,222	40,608	69,650	1,110	1,017
Total	**86,573**	**49,541**	**394,269**	**469,242**	**132,584**	**129,313**
U.S. Total	**872,132**	**845,217**	**3,420,673**	**3,196,929**	**800,087**	**1,078,887**

Distillate Sales in 1988 and 1989...

(Add 000 gal.)

Destination	Railroad 1988	Railroad 1989	Vessel Bunkering 1988	Vessel Bunkering 1989	On-Highway 1988	On-Highway 1989
PAD District 1						
Connecticut	148	5,413	6,717	1,956	212,589	257,361
Delaware	1,754	1,038	3,663	3,259	55,412	74,089
Dist. of Col.	4,124	13,287	34	22	23,033	23,064
Florida	98,562	85,557	105,463	89,628	832,093	899,369
Georgia	86,978	65,938	24,757	34,882	831,267	838,847
Maine	9,209	6,424	9,216	12,263	175,344	139,908
Maryland	32,461	41,025	8,129	8,709	299,521	351,150
Massachusetts	5,786	19,733	28,320	38,242	293,007	271,944
New Hampshire	147	36	513	337	58,051	59,561
New Jersey	51,938	62,696	131,351	119,169	477,858	453,482
New York	37,347	17,584	10,926	9,925	713,826	754,276
North Carolina	54,875	37,167	8,625	8,638	711,035	614,485
Pennsylvania	86,371	43,997	25,185	25,854	928,175	915,865
Rhode Island	353	534	1,173	5,896	43,741	52,932
South Carolina	37,173	30,946	8,945	5,381	310,365	302,614
Vermont	3,266	3,177	352	367	53,918	46,250
Virginia	123,612	94,408	52,397	25,289	532,848	537,569
West Virginia	12,668	26,318	44,799	63,497	160,141	159,972
Total	**646,772**	**555,278**	**470,565**	**453,314**	**6,712,224**	**6,752,738**
PAD District 2						
Illinois	91,107	139,446	25,426	32,932	771,386	839,968
Indiana	194,874	227,166	10,966	9,233	628,647	784,441
Iowa	37,483	33,941	1,600	2,403	333,931	349,044
Kansas	151,350	169,928	—	—	331,926	303,893
Kentucky	122,547	116,502	85,058	98,114	512,517	692,215
Michigan	43,557	42,684	10,373	4,558	526,217	528,906
Minnesota	42,964	39,444	1,165	2,674	331,701	331,625
Missouri	35,426	34,875	46,860	44,001	535,424	641,680
Nebraska	162,856	122,799	—	66	217,014	208,258
North Dakota	39,663	36,451	—	—	89,873	90,544
Ohio	151,825	123,607	4,210	8,442	861,428	960,195
Oklahoma	66,814	78,303	369	266	394,165	394,174
South Dakota	1,767	2,374	—	—	91,906	91,221
Tennessee	93,724	62,179	103,212	175,079	578,829	587,396
Wisconsin	61,036	106,289	5,828	3,022	440,836	449,764
Total	**1,296,993**	**1,335,988**	**295,067**	**380,790**	**6,645,800**	**7,253,324**
PAD District 3						
Alabama	66,615	67,231	65,291	139,715	480,340	544,882
Arkansas	21,825	35,200	257	666	346,026	395,236
Louisiana	73,523	78,996	504,804	460,005	383,054	385,621
Mississippi	15,565	17,890	105,086	75,914	302,361	302,523
New Mexico	46,652	52,161	—	—	204,734	205,916
Texas	373,144	389,367	274,752	322,318	1,296,067	1,387,059
Total	**597,324**	**640,845**	**950,190**	**998,618**	**3,012,582**	**3,221,237**
PAD District 4						
Colorado	70,093	88,610	—	64	188,922	185,519
Idaho	23,782	19,728	81	71	99,626	117,246
Montana	59,640	59,283	—	—	115,899	119,503
Utah	35,188	34,842	—	—	149,108	125,184
Wyoming	111,999	109,985	—	—	171,874	187,452
Total	**300,702**	**312,448**	**81**	**135**	**725,429**	**734,904**
PAD District 5						
Alaska	3,042	4,963	63,341	132,087	83,235	96,446
Arizona	23,781	8,348	—	—	299,981	314,671
California	194,446	218,393	370,162	198,830	1,760,085	1,913,647
Hawaii	19	17	60,545	82,832	21,935	23,717
Nevada	29,855	23,511	—	—	118,022	131,055
Oregon	91,261	86,388	33,063	34,274	302,381	311,843
Washington	75,056	78,045	67,352	75,565	357,017	378,110
Total	**417,460**	**419,665**	**594,463**	**523,588**	**2,942,656**	**3,169,489**
U.S. Total	**3,259,251**	**3,264,224**	**2,310,366**	**2,356,445**	**20,038,691**	**21,131,692**

...By End Use (Continued)

(Add 000 gal.)

Destination	Military 1988	Military 1989	Off-Highway 1988	Off-Highway 1989	All Other 1988	All Other 1989	Total 1988	Total 1989
PAD District 1								
Connecticut	1,305	611	12,010	18,713	281	480	957,661	1,073,210
Delaware	33	85	3,384	4,202	94	—	160,738	179,727
Dist. of Col.	8,836	2,996	81	31	—	—	143,240	140,261
Florida	28,773	20,305	56,154	65,627	1,489	1,307	1,457,996	1,461,804
Georgia	12,085	9,153	35,397	38,179	4,165	1,610	1,171,711	1,183,830
Maine	2,304	2,984	20,028	12,836	—	39	574,305	516,210
Maryland	3,930	22,336	15,272	32,165	2,710	2,569	759,648	875,137
Massachusetts	3,850	1,988	17,627	18,219	66	—	1,501,415	1,650,549
New Hampshire	75	1,542	6,110	7,674	—	—	284,329	318,155
New Jersey	6,008	9,124	28,363	52,452	32	48	1,900,310	1,856,878
New York	12,611	10,410	41,963	40,298	263	3	3,159,737	3,178,401
North Carolina	4,308	7,794	28,443	26,655	2,780	2,234	1,323,790	1,135,279
Pennsylvania	4,653	10,677	45,595	51,847	187	718	2,457,425	2,577,083
Rhode Island	5,682	7,748	999	3,344	185	79	249,646	248,361
South Carolina	3,221	2,557	24,928	26,601	1,277	908	529,879	526,128
Vermont	620	229	7,404	5,717	142	—	194,829	193,778
Virginia	80,442	30,664	53,024	36,720	2,112	1,299	1,371,623	1,230,064
West Virginia	498	163	18,285	20,358	28	13	372,102	429,017
Total	**179,234**	**141,366**	**415,067**	**461,638**	**15,811**	**11,307**	**18,570,384**	**18,773,872**
PAD District 2								
Illinois	1,879	4,430	56,630	37,553	3,544	161	1,419,887	1,457,021
Indiana	4,031	6,569	17,954	29,465	3,198	2,819	1,210,126	1,404,487
Iowa	110	272	17,335	9,595	2,848	1,876	673,021	628,372
Kansas	1,947	855	17,127	12,352	1,518	1,601	696,175	662,271
Kentucky	10,793	5,419	21,276	21,811	719	19	1,037,117	1,188,945
Michigan	3,222	3,146	49,716	45,397	2,192	1,744	1,173,490	1,063,066
Minnesota	2,704	2,030	23,638	26,163	2,122	1,818	838,945	809,017
Missouri	6,309	4,994	37,120	21,499	6,791	1,165	888,098	929,681
Nebraska	1,423	1,063	18,094	17,083	—	—	585,578	523,895
North Dakota	2,505	1,344	5,470	4,509	76	194	284,583	295,626
Ohio	9,006	8,597	27,752	27,963	358	335	1,553,942	1,605,659
Oklahoma	2,412	1,491	28,108	22,047	4,616	227	624,037	618,234
South Dakota	730	512	11,684	5,642	336	540	260,730	227,860
Tennessee	1,054	2,785	59,940	26,619	1,236	650	977,804	968,157
Wisconsin	2,626	1,064	22,398	32,652	11,264	776	1,015,329	1,029,655
Total	**50,751**	**44,571**	**414,242**	**340,350**	**40,818**	**13,925**	**13,238,862**	**13,411,946**
PAD District 3								
Alabama	4,853	6,335	53,110	63,870	3,578	1,999	857,636	1,039,092
Arkansas	2,467	2,069	30,943	32,128	2,793	63	601,123	614,878
Louisiana	20,995	83,075	74,854	54,974	297	275	1,640,937	1,563,715
Mississippi	116,607	73,439	33,755	33,576	880	162	800,602	720,030
New Mexico	1,882	912	35,167	21,484	0	48	427,725	381,263
Texas	260,820	276,348	277,203	170,936	1,232	879	3,636,015	3,657,284
Total	**407,624**	**442,178**	**505,032**	**376,968**	**8,760**	**3,426**	**7,964,038**	**7,976,262**
PAD District 4								
Colorado	8,482	8,353	43,198	27,355	33	46	470,526	430,717
Idaho	2,542	738	17,004	13,872	—	26	273,223	288,124
Montana	480	351	11,171	15,989	213	25	263,266	322,470
Utah	3,797	4,120	21,284	18,551	—	—	307,776	260,179
Wyoming	283	186	22,388	17,844	165	353	395,953	412,697
Total	**15,584**	**13,748**	**115,045**	**93,611**	**411**	**450**	**1,710,744**	**1,714,187**
PAD District 5								
Alaska	17,561	34,075	13,855	13,980	40	—	377,423	464,948
Arizona	1,324	2,253	25,285	37,978	—	—	436,010	474,894
California	221,645	205,471	208,735	193,260	811	—	3,569,284	3,442,990
Hawaii	54,672	31,149	7,227	5,428	—	—	255,720	254,345
Nevada	4,928	4,401	32,792	24,066	33	—	284,773	312,658
Oregon	1,390	733	43,412	44,577	—	—	692,124	684,725
Washington	26,205	8,370	41,125	45,640	59	—	886,056	882,623
Total	**327,725**	**286,452**	**372,431**	**364,929**	**943**	**—**	**6,501,390**	**6,517,183**
U.S. Total	**980,918**	**928,315**	**1,821,817**	**3,254,629**	**66,763**	**29,108**	**47,985,418**	**48,393,450**

Kerosine Sales in 1988 and 1989...

(Add 000 gal.)

	Residential		Commercial		Industrial	
Destination	**1988**	**1989**	**1988**	**1989**	**1988**	**1989**
PAD District 1						
Connecticut	7,811	5,978	1,288	2,972	4,842	1,910
Delaware	5,883	5,527	521	127	48	155
Dist. of Col.	164	223	83	982	5	—
Florida	12,691	7,816	8,109	7,313	797	1,910
Georgia	3,989	3,634	411	1,494	717	1,087
Maine	15,219	16,487	3,091	1,925	344	178
Maryland	25,536	16,679	1,228	1,820	2,064	1,200
Massachusetts	5,811	5,541	1,369	1,323	800	758
New Hampshire	8,488	9,627	846	1,112	135	41
New Jersey	9,149	11,704	2,254	5,406	2,218	12,669
New York	80,759	56,848	4,023	10,655	14,520	13,446
North Carolina	79,124	61,797	4,985	3,618	3,597	2,454
Pennsylvania	56,638	51,980	8,158	5,827	4,418	3,285
Rhode Island	1,858	1,172	53	94	0	5
South Carolina	24,839	24,323	503	1,448	2,166	2,183
Vermont	5,967	5,698	1,231	1,183	866	101
Virginia	51,006	46,601	5,242	5,750	1,038	1,615
West Virginia	7,714	7,077	1,538	1,559	832	1,230
Total	**402,646**	**338,612**	**44,933**	**54,608**	**39,407**	**44,227**
PAD District 2						
Illinois	8,177	9,435	2,229	2,868	1,693	2,706
Indiana	19,572	24,181	2,960	1,805	2,782	2,484
Iowa	2,944	1,881	190	262	154	144
Kansas	759	812	361	745	69	317
Kentucky	24,333	26,500	5,409	7,440	5,924	7,564
Michigan	15,084	17,808	705	2,562	1,945	2,387
Minnesota	4,336	12,255	179	185	42	45
Missouri	2,195	3,118	614	561	224	282
Nebraska	608	372	73	132	37	24
North Dakota	294	449	41	24	0	5
Ohio	47,498	39,709	9,973	10,917	3,684	4,300
Oklahoma	941	878	1,616	4,004	219	386
South Dakota	516	388	9	13	5	1
Tennessee	23,642	27,983	9,127	7,037	1,425	860
Wisconsin	2,019	1,802	252	288	113	234
Total	**152,920**	**167,571**	**33,738**	**38,843**	**18,316**	**21,739**
PAD District 3						
Alabama	98,719	34,829	9,669	6,220	6,435	2,949
Arkansas	19,438	12,395	7,350	812	6,854	4,684
Louisiana	8,814	13,829	84,328	15,021	27,976	20,369
Mississippi	21,327	9,695	2,776	2,084	29,000	4,625
New Mexico	8,717	4,331	23,751	6,121	4,538	18,693
Texas	44,519	21,098	31,533	173,744	48,916	48,325
Total	**201,534**	**96,177**	**159,407**	**204,002**	**123,719**	**99,645**
PAD District 4						
Colorado	1,144	842	499	3,186	546	104
Idaho	257	48	46	8	10	4
Montana	50	20	1	2	0	—
Utah	223	108	170	83	460	19
Wyoming	54	23	139	39	115	46
Total	**1,728**	**1,041**	**855**	**3,318**	**1,131**	**173**
PAD District 5						
Alaska	192	51	10,965	55	7	7
Arizona	186	30	38	176	2,946	3,088
California	5,873	7,450	5,102	2,852	1,567	1,484
Hawaii	0	0	15	17	8	8
Nevada	975	994	486	327	115	217
Oregon	554	2,639	515	499	80	167
Washington	3,432	3,756	50,530	44,871	819	369
Total	**11,212**	**14,920**	**67,651**	**48,797**	**5,542**	**5,340**
U.S. Total	**770,040**	**618,321**	**306,584**	**349,568**	**188,115**	**171,124**

...By End Use

(Add 000 gal.)

Special note: Since 1985, the Energy Information Administration (EIA) has been publishing two sets of data in its annual report on fuel oil and kerosine sales. The original objective was to abandon one and retain the other. Because of statistical disparities, this switchover has been delayed indefinitely. The data on these pages are called "sales" by the EIA but are compatible with prior NPN FACTBOOK summaries called "deliveries" in the past.

	Farm		All Other		Total	
Destination	**1988**	**1989**	**1988**	**1989**	**1988**	**1989**
PAD District 1						
Connecticut	10	5	93	2,998	14,044	13,793
Delaware	177	8	2	17	6,630	5,834
Dist. of Col.	—	—	29	—	281	1,204
Florida	25	36	752	411	22,375	17,486
Georgia	870	27	547	200	6,534	6,442
Maine	365	559	366	259	19,385	19,408
Maryland	168	851	601	92	29,596	20,643
Massachusetts	5	43	133	375	8,118	8,041
New Hampshire	27	26	46	223	9,541	11,030
New Jersey	15	4	13,142	1,751	26,778	31,534
New York	1,884	2,340	916	15,137	102,102	98,425
North Carolina	2,617	873	2,847	439	93,171	69,181
Pennsylvania	848	1,052	1,578	859	71,640	63,003
Rhode Island	0	0	319	18	2,231	1,288
South Carolina	462	605	811	697	28,782	29,256
Vermont	730	414	37	35	8,831	7,431
Virginia	1,114	733	739	526	59,138	55,225
West Virginia	225	416	978	168	11,288	10,449
Total	**9,542**	**7,992**	**23,936**	**24,205**	**520,465**	**469,673**
PAD District 2						
Illinois	**757**	**580**	**363**	**1,082**	**13,219**	**16,671**
Indiana	**672**	**899**	**878**	**183**	**26,864**	**29,551**
Iowa	**652**	**598**	**90**	**338**	**4,030**	**3,223**
Kansas	**288**	**531**	**103**	**134**	**1,580**	**2,538**
Kentucky	**1,065**	**942**	**131**	**420**	**36,862**	**42,866**
Michigan	**160**	**320**	**11**	**411**	**17,905**	**23,487**
Minnesota	**1,092**	**2,162**	**134**	**63**	**5,786**	**14,710**
Missouri	**161**	**412**	**528**	**803**	**3,722**	**5,177**
Nebraska	**318**	**451**	**1,830**	**12**	**2,865**	**990**
North Dakota	**78**	**16**	**148**	**12**	**560**	**507**
Ohio	**2,676**	**3,501**	**1,943**	**2,328**	**65,774**	**60,754**
Oklahoma	**389**	**101**	**174**	**65**	**3,339**	**5,434**
South Dakota	**162**	**214**	**36**	**35**	**729**	**652**
Tennessee	**286**	**438**	**3,227**	**357**	**37,708**	**36,675**
Wisconsin	**157**	**441**	**80**	**79**	**2,622**	**2,843**
Total	**8,913**	**11,606**	**9,676**	**6,322**	**223,565**	**246,078**
PAD District 3						
Alabama	1,967	272	7,644	4,201	124,434	48,472
Arkansas	1,368	1,383	3,934	672	38,944	19,946
Louisiana	841	3,589	74,895	19,230	196,855	72,038
Mississippi	14,009	4,480	176	6,870	67,288	27,753
New Mexico	389	424	1,331	653	38,726	30,221
Texas	7,644	5,695	45,420	52,423	178,032	301,286
Total	**26,218**	**15,843**	**133,400**	**84,049**	**644,279**	**499,716**
PAD District 4						
Colorado	**815**	**301**	**11**	**159**	**3,014**	**4,591**
Idaho	**22**	**11**	**4**	**2**	**338**	**73**
Montana	**86**	**44**	**0**	**2**	**137**	**69**
Utah	**31**	**11**	**14**	**5**	**898**	**225**
Wyoming	**21**	**11**	**29**	**6**	**359**	**124**
Total	**975**	**378**	**58**	**174**	**4,746**	**5,082**
PAD District 5						
Alaska	—	—	18	20	11,182	133
Arizona	12	27	58	104	3,240	3,424
California	155	823	403	644	13,100	13,253
Hawaii	0	0	—		23	25
Nevada	29	70	14	191	1,620	1,799
Oregon	9	88	11	27	1,169	3,420
Washington	137	81	7	15	54,926	49,093
Total	**342**	**1,089**	**511**	**1,001**	**85,260**	**71,147**
U.S. Total	**45,990**	**36,908**	**167,581**	**115,751**	**1,478,315**	**1,291,696**

Residual Fuel Oil Sales in 1988 and 1989...

(Add 000 gal.)

Destination	Commercial 1988	Commercial 1989	Industrial 1988	Industrial 1989	Oil Company 1988	Oil Company 1989	Electric Utility 1988	Electric Utility 1989
PAD District 1								
Connecticut	42,331	29,398	64,819	31,796	210	391	706,921	749,254
Delaware	5,514	4,439	21,542	10,972	13,245	7,488	131,732	173,374
Dist. of Col	6,893	2,457	—	5	—	—	—	—
Florida	65,351	37,683	123,738	54,674	148	39	1,610,455	1,726,877
Georgia	23,794	4,915	52,959	32,008	518	403	3,106	618
Maine	58,354	36,344	154,450	90,196	—	—	184,248	219,634
Maryland	22,317	24,545	30,198	17,520	2,699	1,182	214,869	404,651
Massachusetts	106,355	73,270	113,447	64,904	—	—	1,219,964	1,103,079
New Hampshire	15,150	9,074	28,217	11,670	—	—	199,724	215,811
New Jersey	88,596	34,083	158,008	75,213	5,405	2,687	565,072	525,982
New York	563,523	301,433	148,931	81,785	864	1,094	2,642,176	2,784,305
North Carolina	8,758	4,300	166,570	86,686	1,531	866	—	—
Pennsylvania	35,604	17,331	93,671	57,735	44,004	48,798	405,791	442,417
Rhode Island	19,242	8,683	19,664	9,435	—	—	30,750	22,506
South Carolina	1,450	709	76,094	37,774	86	201	—	—
Vermont	1,880	1,586	5,496	1,937	—	—	—	—
Virginia	12,529	4,001	88,195	54,832	548	435	133,724	232,962
West Virginia	5,364	1,673	12,837	18,375	1,395	—	—	—
Total	**1,083,005**	**595,924**	**1,358,836**	**737,517**	**70,653**	**63,584**	**8,048,532**	**8,601,470**
PAD District 2								
Illinois	26,349	12,623	80,448	63,350	54,890	59,760	88,120	71,844
Indiana	10,958	19,484	66,328	96,479	58,231	52,259	—	—
Iowa	898	1,825	10,837	8,305	—	—	—	—
Kansas	34	550	22,900	14,277	8,471	2,612	857	—
Kentucky	1,755	14	14,496	17,917	9,641	8,237	—	—
Michigan	8,760	4,982	87,920	88,165	10,087	9,844	84,750	87,400
Minnesota	13,494	14,829	32,289	30,950	11,588	12,715	18	7
Missouri	4,587	1,924	24,181	23,218	—	—	10,100	14,460
Nebraska	597	2,397	14,655	14,973	—	—	4,395	2,531
North Dakota	2,102	1,515	5,864	5,267	7,947	9,313	149	243
Ohio	3,590	983	95,190	91,119	11,188	7,149	18,924	20,933
Oklahoma	261	2,513	29,625	18,735	—	—	—	—
South Dakota	1,009	1,245	2,378	2,407	—	—	—	—
Tennessee	3,461	2,911	15,966	21,824	265	262	—	—
Wisconsin	11,278	16,498	32,297	35,382	6,082	4,904	—	—
Total	**89,133**	**84,293**	**535,374**	**532,368**	**178,390**	**167,055**	**207,313**	**197,418**
PAD District 3								
Alabama	239,051	289,682	228,999	199,364	7,646	—	—	—
Arkansas	—	—	74,254	137,335	—	—	5,737	5,726
Louisiana	72,608	146,525	953,765	822,444	5,101	292	9,319	8,524
Mississippi	5,470	7,563	227,266	621,730	—	—	46,542	51,407
New Mexico	—	—	26,452	85,444	—	—	1,430	1,775
Texas	183,691	172,155	198,381	284,579	6,670	8,601	8,132	7,988
Total	**500,820**	**615,925**	**1,709,021**	**2,150,896**	**19,417**	**8,893**	**71,160**	**75,420**
PAD District 4								
Colorado	—	1,880	1,001	4,581	—	—	51	3
Idaho	1,282	8,369	9,400	6,042	—	—	—	—
Montana	1,659	4,080	5,459	434	34,814	51,763	—	—
Utah	8,935	4,312	24,300	38,254	21,436	37,329	—	—
Wyoming	22,492	170	11,700	2,815	14,367	6,447	97	36
Total	**34,368**	**18,811**	**51,860**	**52,126**	**70,617**	**95,539**	**148**	**39**
PAD District 5								
Alaska	5,064	—	—	—	—	—	139	—
Arizona	15	—	512	299	—	—	1,110	3,393
California	13,463	38,743	70,687	118,003	72,778	21,854	673,885	372,937
Hawaii	53,758	165,988	2,234	6,223	14,606	33,954	500,191	522,447
Nevada	90	90	1,679	2,971	344	331	38,401	24,844
Oregon	5,417	13,617	25,357	18,666	902	139	—	—
Washington	3,596	3,637	99,510	93,598	5,588	11,843	—	—
Total	**81,403**	**222,075**	**199,979**	**239,760**	**94,218**	**68,121**	**1,213,726**	**923,621**
U.S. Total	**1,788,729**	**1,537,028**	**3,855,070**	**3,712,667**	**433,295**	**403,192**	**9,540,879**	**9,797,968**

...By End Use

(Add 000 gal.)

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	Railroad		Vessel Bunkering		Military		All Other		Total	
Destination	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989
PAD District 1										
Connecticut	—	—	876	236	4,924	3,097	—	—	820,082	814,172
Delaware	—	—	25,630	28,740	—	—	—	—	197,663	225,013
Dist. of Col	—	—	—	—	499	2,115	—	—	7,392	4,578
Florida	—	—	235,237	257,318	9,476	7,460	173	—	2,044,577	2,084,050
Georgia	—	—	12,092	20,346	1,783	1,947	—	—	94,252	60,236
Maine	—	—	12,270	3,962	—	4,085	—	—	409,322	354,221
Maryland	—	—	62,820	64,120	23,654	23,688	—	—	356,558	535,705
Massachusetts	—	—	16,311	29,557	5,785	14,388	—	—	1,461,862	1,285,197
New Hampshire	—	—	445	—	6,363	1,049	—	—	249,899	237,604
New Jersey	—	—	220,204	288,946	6,920	2,892	60	—	1,044,265	929,804
New York	—	—	81,687	11,822	13,303	8,815	2,884	—	3,453,368	3,189,253
North Carolina	—	—	5,898	19,099	10,411	4,214	187	84	193,355	115,249
Pennsylvania	—	—	158,577	131,091	3,078	3,408	—	—	740,726	700,780
Rhode Island	—	—	4,501	464	6,758	2,850	—	—	80,914	43,937
South Carolina	—	—	19,391	17,892	5,360	6,343	—	—	102,381	62,919
Vermont	—	—	—	—	—	354	—	—	7,376	3,876
Virginia	—	—	77,609	81,889	7,149	4,149	—	—	319,753	378,267
West Virginia	—	—	—	—	—	—	—	—	19,596	20,048
Total	**—**	**—**	**933,548**	**955,482**	**105,463**	**90,854**	**3,304**	**84**	**11,603,341**	**11,044,909**
PAD District 2										
Illinois	—	—	15,351	2,671	155	—	40	—	265,353	210,249
Indiana	—	—	6,831	9,908	—	—	—	—	142,348	178,130
Iowa	—	1	—	—	—	10	—	—	11,735	10,140
Kansas	—	—	—	—	—	—	—	—	32,263	17,439
Kentucky	—	—	—	—	—	—	—	74	25,892	26,168
Michigan	—	—	1,315	5,397	—	—	190	153	192,832	195,862
Minnesota	11	—	306	73	—	—	—	—	57,895	58,726
Missouri	22	—	—	—	4,218	3,709	16	19	43,107	43,311
Nebraska	—	—	—	—	—	—	—	303	19,664	19,920
North Dakota	—	—	—	—	—	—	—	—	16,062	16,640
Ohio	—	—	524	451	—	—	—	—	129,416	120,636
Oklahoma	—	—	—	—	—	—	—	—	29,886	21,247
South Dakota	—	—	—	—	—	2	—	—	3,387	3,654
Tennessee	—	—	66	22	548	571	—	—	20,306	25,590
Wisconsin	—	—	200	187	—	—	—	—	49,857	56,971
Total	**33**	**1**	**24,593**	**18,709**	**4,921**	**4,292**	**246**	**549**	**1,040,003**	**1,004,683**
PAD District 3										
Alabama	—	—	74,707	97,958	28	1,229	—	—	550,331	588,234
Arkansas	—	—	—	—	—	—	—	—	79,991	143,061
Louisiana	—	—	847,838	845,590	4,264	—	12,636	—	1,905,531	1,823,375
Mississippi	—	—	64,215	42,127	—	—	—	—	343,492	722,827
New Mexico	—	—	—	—	—	—	—	—	27,882	87,219
Texas	—	—	807,866	911,532	—	—	146,745	—	1,351,488	1,384,854
Total	**—**	**—**	**1,794,626**	**1,897,207**	**4,292**	**1,229**	**159,381**	**—**	**4,258,715**	**4,749,570**
PAD District 4										
Colorado	—	—	—	—	—	—	—	—	1,051	6,464
Idaho	—	—	—	—	—	—	—	—	10,682	14,411
Montana	—	—	—	—	—	—	—	1,331	41,932	57,608
Utah	—	58	—	—	—	—	—	—	54,670	79,952
Wyoming	—	72	—	—	—	—	172	193	48,829	9,732
Total	**—**	**130**	**—**	**—**	**—**	**—**	**172**	**1,524**	**157,164**	**168,167**
PAD District 5										
Alaska	—	—	5,624	4,313	—	—	—	—	10,828	4,313
Arizona	—	—	—	—	—	—	—	—	1,636	3,692
California	—	—	1,878,459	1,791,584	7,162	—	—	—	2,716,435	2,343,121
Hawaii	—	—	63,078	78,996	3,191	3,647	12,083	34,069	649,142	845,324
Nevada	—	—	—	—	—	—	—	—	40,513	28,236
Oregon	—	21	169,417	173,342	236	—	13	72	201,342	205,857
Washington	—	—	379,637	490,630	12,021	5,235	78	—	500,430	604,963
Total	**—**	**21**	**2,496,215**	**2,538,865**	**22,610**	**8,882**	**12,174**	**34,141**	**4,120,326**	**4,035,506**
U.S. Total	**33**	**152**	**5,248,982**	**5,410,263**	**137,286**	**105,257**	**175,277**	**36,298**	**21,179,549**	**21,002,835**

Distillate Deliveries by Annual Uses

(Add 000 bbl.)

Year	Residential	Commercial	Industrial	Farm	Oil Company	Electric Utilities	On-Highway Diesel	Other	Total
1989	178,598	91,875	61,078	76,117	20,142	25,688	503,136	195,610	1,152,225
1988	182,430	98,454	63,325	81,445	20,765	19,050	520,488	[illegible]	1,142,511
1987	176,819	101,890	69,472	77,190	20,994	15,383	473,930	150,741	1,086,419
1986	173,686	102,217	63,907	80,477	17,857	14,628	467,280	143,688	1,063,740
1985	171,736	107,481	61,730	78,841	20,869	12,246	411,420	99,984	1,046,827
1984(a)	164,529	116,729	56,113	70,819	21,623	16,405	439,786	139,173	1,041,217
1983(a)	159,481	112,392	54,030	67,582	21,510	11,744	408,594	131,142	981,926
1982	180,760	75,669	71,340	68,453	29,482	12,134	375,124	164,253	974,864
1981	197,400	78,663	80,216	69,665	29,185	18,192	378,853	180,302	1,032,476

(a) In 1984, Energy Information Administration revised its sampling procedures and adjusted some categories to reflect market volumes. Thus the 1984 and 1983 data may not be truly comparable to 1982 and the preceding years. Also, see special caveat at the top of the preceding page.

Source: Energy Information Administration, Fuel Oil and Kerosine Sales 1989, published January 1991 as a stand-alone publication.

Residual Deliveries by Annual Uses

(Add 000 bbl.)

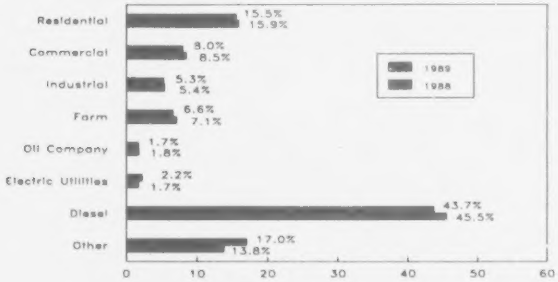
Year	Vessel Bunkering	Electric Utilities	Railroads	Oil Companies	Industrial	Commerical	Military	Other	Total
1989	128,816	233,285	7	9,560	88,397	36,569	2,506	864	500,067
1988	124,976	227,164	1	10,317	91,787	42,589	3,269	4,173	504,276
1987	125,221	181,712	7	11,967	90,723	42,013	4,549	5,316	461,504
1986	125,889	215,276	14	18,239	106,962	35,595	4,308	7,434	517,717
1985	130,323	147,381	147	18,477	95,509	31,592	4,593	10,962	438,840
1984(a)	135,408	186,318	43	27,680	94,375	33,777	5,291	18,307	501,199
1983(a)	136,290	204,238	47	28,604	93,624	35,979	5,411	14,412	518,604
1982	152,586	227,419	170	45,319	122,619	65,781	7,829	4,784	626,510
1981	188,632	325,486	178	51,870	117,024	67,035	7,008	4,795	762,030

(a) See Footnote (a) in distillate summaries above.

Source: Energy Information Administration, Fuel Oil and Kerosine Sales 1989, published January 1991 as a stand-alone publication.

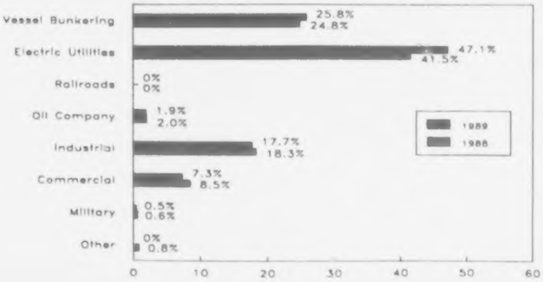
Distillate Deliveries by Use as Percent of Total

1989 = 1,152,225,000 bbl. 1988 = 1,142,511,000 bbl.

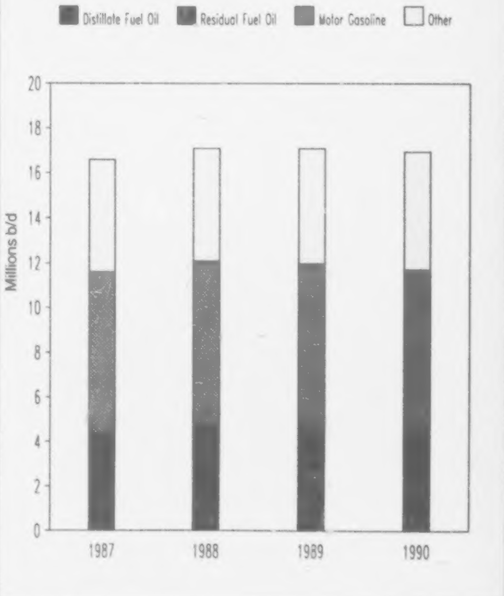


Residual Deliveries by Use as Percent of Total

1989 = 500,067,000 bbl. 1988 = 504,276,000 bbl.



Fuel Oil Demand vs. Other Products



Oil Heat Industry Profiles – 1990

Sources of Business Income

(% of total business income)

	FUEL OIL				GASOLINE			
	Retail		Bulk		Retail		Bulk	
Region	Primary	Secondary	Primary	Secondary	Primary	Secondary	Primary	Secondary
New England	90.0	2.5	15.0	15.0	27.5	5.0	5.0	12.5
Mid-Atlantic	81.8	4.5	11.4	18.2	27.3	11.4	11.4	13.6
South	76.3	15.8	15.8	26.3	23.7	26.3	13.2	13.2
Midwest............	69.8	11.6	32.6	18.6	51.2	18.6	25.6	30.2
West.................	81.5	11.1	25.9	25.9	37.0	14.8	22.2	18.5
All Sections	**79.9**	**9.1**	**20.1**	**20.6**	**33.3**	**15.2**	**15.5**	**17.6**

Average Drop in Gallons

Region	275-gal. Tanks	550-gal. Tanks
New England	174.0	347.3
Mid-Atlantic	182.6	363.2
South	174.6	344.4
Midwest	173.3	374.4
West	178.8	362.4
All Sections	**176.7**	**358.3**

Average Size of Business

Region	Home Fuel Oil Accts	No. of C/I Accts	Gals. of Distillate	Gals. of Residual	Gals. of Gasoline	No. of Empls
New England	2,181	244	2,710,714	770,000	2,500,000	13.8
Mid-Atlantic.......	2,944	339	3,267,633	581,250	2,068,077	16.8
South	1,897	189	857,492	169,812	1,599,167	7.2
Midwest	834	70	1,287,871	493,182	1,334,069	11.3
West	2,261	196	2,042,500	I.D.	1,001,154	12.0
All Sections	**2,023**	**206**	**2,033,242**	**503,561**	**1,700,493**	**12.2**

I.D. - Insufficient Data

Retail Gasoline Outlets and Volume

Region	Avg. No.	Less Than 50,000*	50,000 100,000*	100,000 +*
New England	4.0	37.5	60.5	2.0
Mid-Atlantic	4.7	47.1	23.5	—
South	9.4	35.7	35.7	28.6
Midwest................	2.8	55.0	35.0	10.0
West.....................	2.6	55.6	33.3	11.1
All Sections	**4.8**	**46.2**	**37.6**	**10.3**

* Percent reporting such volume in gals. per month.

The Service Department

Region	% Have Service Department	Avg No. Calls per Year	Value of Parts Inventory	% Service Depart Profitable	No. of Techs
New England	85.0	3,282	$47,000	52.9	5.9
Mid-Atlantic	61.9	1,642	67,500	48.1	8.6
South	39.5	1,038	29,500	46.7	2.8
Midwest.............	41.9	800	22,400	55.6	2.4
West..................	59.3	1,474	29,800	43.8	4.9
All Sections	**57.5**	**1,647**	**$39,200**	**49.4**	**4.9**

The Gas Threat

Region	% Saying Gas a Major Threat	% Losing Customers
New England	55.0	80.0
Mid-Atlantic	69.0	93.1
South	15.8	34.2
Midwest	81.3	93.8
West	48.1	55.6
All Sections	**53.8**	**71.3**

Region	% Taking Steps to Combat	% Making Gas Convers
New England	77.3	27.3
Mid-Atlantic	48.3	24.1
South	15.8	7.9
Midwest	68.8	43.8
West	40.7	18.5
All Sections	**50.2**	**24.3**

Region	Average Number Lost
New-England	17.7
Mid-Atlantic	39.9
South	16.1
Midwest	23.2
West	39.4
All Sections	**27.3**

Source All data on pages 66 67 68 69 Fuel Oil News December 1990

Computer Applications
(% of marketers using EDP for listed operations)

Application	New England	Mid-Atlantic	South	Mid-West	West	All Sections
Accounts Receivable/Billing	75.0	90.6	94.7	92.9	95.2	89.7
General Ledger	67.5	75.8	84.2	78.6	81.0	77.4
Accounts Payable	65.0	75.8	78.9	71.4	66.7	71.6
Delivery Schedule	67.5	71.9	36.8	25.0	52.4	50.7
Inventory Recon	42.5	46.9	47.4	64.3	38.1	47.8
Excise Tax	50.0	50.0	47.4	50.0	47.6	49.0
Word Processing	60.0	59.4	36.8	46.4	38.1	48.1
Payroll	40.0	56.3	52.6	60.7	52.4	52.4
Fixed Assets	42.5	43.8	36.8	32.1	28.6	36.8
Pricing Analysis	15.0	25.0	21.1	14.3	14.3	17.9
Supplier Costs	12.5	34.4	10.5	14.3	9.5	16.2
Oil Price Info	15.0	21.9	21.1	10.7	19.0	17.5
Comm w/Stations	2.5	—	15.8	17.9	19.0	11.0

Trucks Per Marketer

Region	Average No. Delivery Trucks	Average No. Trailers	Average Size (gal.) Largest	Average Size (gal.) Smallest	Opt. Size Preferred
New England	6.2	1.7	3,227	2,349	3,152
Mid-Atlantic	6.0	1.6	3,128	2,477	2,968
South	4.7	0.7	2,312	1,706	2,119
Midwest............	3.0	1.3	2,314	1,943	2,332
West..................	4.5	2.1	2,896	1,915	2,645
All Sections	**4.9**	**1.5**	**2,775**	**2,078**	**2,643**

Engines by Type
(% of readers)

Region	USE Diesel	USE Gasoline	USE Both	PREFER Diesel	PREFER Gasoline
New England	55.3	2.6	42.1	89.5	*
Mid-Atlantic	42.9	31.0	26.2	59.5	16.7
South	18.9	45.9	35.1	54.0	27.0
Midwest............	28.6	31.4	40.0	71.4	22.9
West..................	26.9	26.9	46.2	65.4	19.2
All Sections	**34.5**	**27.6**	**37.9**	**68.0**	**17.2**

Truck Tanks by Type
(% of readers)

Region	USE Steel	USE Alum	USE Both	PREFER Steel	PREFER Alum
New England	13.2	39.5	42.1	7.9	73.7
Mid-Atlantic	29.7	32.4	37.8	24.3	56.8
South	54.3	25.7	20.0	22.9	48.6
Midwest............	65.6	15.6	18.8	32.5	34.4
West..................	36.0	16.0	48.0	28.0	68.0
All Sections	**39.8**	**25.8**	**33.3**	**23.1**	**56.3**

Average Age of Trucks

Region	Year of Oldest	Year of Newest
New England	1975.8	1981.3
Mid-Atlantic	1974.9	1985.1
South	1975.1	1983.8
Midwest	1974.9	1981.5
West	1971.6	1983.3
All Sections	**1974.5**	**1983.0**

Percent Buying This Year

Region	New Truck	New Tank
New England	34.2	15.8
Mid-Atlantic	29.5	18.2
South	28.9	10.5
Midwest	26.8	14.6
West	25.9	12.0
All Sections	**29.1**	**14.2**

Trends in Equipment Sales Past 12 Monts
(% of dealers reporting)

Region	Residential Up	C/I Up
New England	30.6	13.9
Mid-Atlantic	24.1	20.7
South	10.5	7.9
Midwest	20.0	20.0
West	29.6	14.8
All Sections	**23.0**	**15.5**

Industry Profiles – 1990 (Continued)

Dealers Operating Bulk Plants (in %)

Region	With Bulk Plants	Bulk Plants Storing Other Products
New England	51.3	75.0
Mid-Atlantic	52.3	87.0
South	73.7	53.6
Midwest	76.7	90.9
West	77.8	85.7
All Sections	**66.4**	**78.4**

Dealers Trading on the Oil Futures Market

Region	Percentage
New England	32.4
Mid-Atlantic	13.6
South	5.2
Midwest	4.7
West	3.7
All Sections	**11.9**

Dealers Using Additives (in %)

Region	Use Additives	Blend at Bulk Plant
New England	46.2	27.8
Mid-Atlantic	38.6	35.3
South	46.4	15.4
Midwest	53.5	56.5
West	37.0	10.0
All Sections	**44.3**	**29.0**

Annual Heating Oil Sales by Types of Customers

(% of total customers served)

Region	Private Homes	Apart-ments	Educa-tion	Hospitals	Comm-ercial	Indus-trial
New England	80.8	4.0	1.7	2.4	7.9	2.2
Mid-Atlantic	77.9	4.4	0.8	0.5	13.9	3.2
South	80.6	2.9	0.9	0.1	12.2	6.3
Midwest..............	86.6	1.4	1.4	0.6	6.4	2.4
West..................	77.0	3.2	0.6	6.5	11.2	1.5
All Sections	**80.6**	**3.2**	**1.1**	**2.0**	**10.3**	**3.1**

Dealers Using Additives (in %)

Region	Blend on Trucks	Blend in Cust. Tanks
New England	33.3	38.9
Mid-Atlantic	29.4	58.8
South	30.8	69.2
Midwest	69.6	52.2
West	30.0	80.0
All Sections	**38.6**	**59.8**

Percent of Fuel Oil Dealers Who Sell, Install and/or Service Selected HVAC Equipment

RESIDENTIAL

Region	Oil Burners	Gas Burners	Domestic Hot Water	Boilers	Hydronic Systems	Unitary Air Conditioning	Electric Resistance	Insulation	Solar
New England	100	47.2	91.7	58.3	52.8	19.4	*	19.4	13.9
Mid-Atlantic	93.1	41.4	86.2	86.2	62.1	34.5	6.9	10.3	6.9
South	39.5	15.8	21.1	18.4	10.5	10.5	2.6	2.6	*
Midwest..............	34.9	20.9	18.6	25.6	7.0	14.0	2.3	*	2.3
West..................	51.9	18.5	33.3	25.9	11.1	7.4	3.7	*	7.4
All Sections	**63.9**	**28.8**	**50.2**	**42.9**	**28.7**	17.2	3.1	6.5	6.1

COMMERCIAL

Region	Oil Burners	Gas Burners	Domestic Hot Water	Boilers	Hydronic Systems	Unitary Air Conditioning	Electric Resistance	Insulation	Solar
New England	69.4	8.3	55.6	55.6	36.1	13.9	2.8	5.6	5.6
Mid-Atlantic	72.4	27.6	55.2	65.5	44.8	20.7	3.4	*	3.4
South	18.4	5.3	7.9	5.3	5.3	5.3	*	*	*
Midwest..............	18.6	4.6	14.0	14.0	4.7	4.7	*	*	2.3
West..................	25.9	14.8	18.5	18.5	7.4	3.7	7.4	*	3.7
All Sections	**40.9**	**12.1**	**30.2**	**31.8**	**19.7**	9.7	2.7	1.1	4.1

*-Less than .1%

Petroleum Products Sold
(% of total volume)

Region	No. 2	No. 1	No. 4	Nos. 5&6	No. 2 for Diesel	Gasoline	Lpg/Lng	Other
New England	85.7	2.8	0.2	0.3	4.9	3.7	1.4	0.8
Mid-Atlantic	63.5	7.4	0.1	0.2	12.3	14.2	*	*
South	51.3	15.3	3.1	*	7.5	18.2	2.6	2.7
Midwest................	40.9	8.7	*	*	20.3	27.7	5.5	*
West.....................	61.7	5.8	*	*	21.8	22.4	3.6	0.9
All Sections	**60.6**	**8.0**	**0.7**	**0.1**	**13.4**	**17.2**	**2.6**	**0.9**

* - Less than .1%

Percent of Fuel Oil Dealers Who Sell, Install and/or Service HVAC Equipment

Region	Percentage
New England	90.0
Mid-Atlantic	65.9
South	31.6
Midwest	34.2
West	59.3
All Sections	**56.8**

Average Number of Units Installed in Past 12 Months

	RESIDENTIAL			COMMERCIAL		
Region	Burners	Boilers	Furnaces	Burners	Boilers	Furnances
New England....	29.7	31.9	18.0	4.5	5.4	5.3
Mid-Atlantic	125.1	53.7	36.0	16.6	1.9	1.8
South................	27.6	28.0	20.9	5.7	3.1	9.0
Midwest............	12.0	7.9	38.8	19.5	*	9.7
West.................	90.9	6.3	57.9	I.D.	I.D.	I.D.
All Sections.....	56.9	25.6	34.3	11.6	2.6	6.5

* Less than 0.1

I.D. - Insufficient Data

Percent of Fuel Oil Dealers Who Sell, Install and/or Service Selected HVAC Equipment (Continued)

RESIDENTIAL

Region	Furnaces	Warm Air Systems	Central Air Condition	Heat Pump	Continuous Air Circulation
New England.....	94.4	77.8	22.2	2.8	2.8
Mid-Atlantic	100.0	79.3	51.7	13.8	10.3
South.................	36.8	15.8	23.7	13.2	2.6
Midwest............	25.6	25.6	25.6	4.7	*
West..................	55.6	48.1	25.9	11.1	7.4
All Sections......	**62.5**	**49.3**	**29.8**	**9.1**	**4.6**

COMMERCIAL

Region	Furnaces	Warm Air Systems	Central Air Conditioning	Heat Pump
New England.....	58.3	50.0	30.6	8.3
Mid-Atlantic	62.1	48.3	37.8	10.3
South.................	7.9	7.9	7.9	*
Midwest............	18.6	16.3	14.0	2.3
West..................	25.9	14.8	14.8	7.4
All Sections......	**34.6**	**27.5**	**21.0**	**5.7**

* - Less than .1%

Top 10 Importers of Crude and Product – 1990

CRUDE OIL AND PRODUCT

Company	Headquarters	Volume (000-b/d)	Percent of U.S. Total
Chevron	San Francisco	725	9.11%
Star	Houston	621	7.81
Exxon	New York	483	6.07
Amoco	Chicago	475	5.97
Sun	Philadelphia	379	4.76
Shell	Houston	373	4.69
Mobil	Fairfax, Va.	336	4.22
BP America	Cleveland	305	3.83
Amerada Hess	New York	295	3.71
Coastal	Houston	286	3.60
Total Top 10		**4,278**	**53.78**
Total U.S.		**7,954**	

CRUDE OIL ONLY

Company	Headquarters	Volume (000-b/d)	Percent of U.S. Total
Chevron	San Francisco	655	11.15%
Star	Houston	610	10.38
Amoco	Chicago	454	7.73
Shell	Houston	352	5.99
Exxon	New York	325	5.53
Sun	Philadelphia	315	5.36
Mobil	Fairfax, Va.	309	5.26
BP America	Cleveland	270	4.59
U.S. Steel	Pittsburgh	224	3.81
Koch	Wichita, Kan.	221	3.76
Total Top 10		**3,735**	**63.56**
Total U.S.		**5,876**	

FINISHED MOTOR GASOLINE

Company	Headquarters	Volume (000-b/d)	Percent of U.S. Total
Amerada Hess	New York	46	13.94%
Getty	Jericho, N.Y.	31	9.39
Bear Stearns	New York	21	6.36
Mobil	Fairfax, Va.	21	6.36
Citgo	Tulsa	20	6.06
Cumberland Farms	Canton, Mass.	19	5.76
C Itoh (Amer)	Houston	16	4.85
Coastal	Houston	15	4.55
Texport	Houston	15	4.55
Global Petro	Waltham, Mass.	14	4.24
Total Top 10		**218**	**66.06**
Total U.S.		**330**	

DISTILLATE FUEL OIL

Company	Headquarters	Volume (000-b/d)	Percent of U.S. Total
Amerada Hess	New York	64	23.10%
Cargill	Minneapolis	32	11.55
Global Petro	Waltham, Mass.	26	9.39
Coastal	Houston	21	7.58
Axel Johnson	New York	13	4.69
Northville	Melville, N.Y.	13	4.69
G.E. Warren	Vero Beach, Fla.	13	4.69
Citgo	Tulsa	9	3.25
Aron J & Co.	New York	7	2.53
Astroline	Reading, Mass.	7	2.53
Total Top 10		**205**	**74.01**
Total U.S.		**277**	

RESIDUAL FUEL OIL

Company	Headquarters	Volume (000-b/d)	Percent of U.S. Total
Amerada Hess	New York	93	18.4%
Coastal	Houston	49	9.72
Vitol S.A.	Houston	42	8.33
Chevron	San Francisco	40	7.94
Clarendon Marketing	Stamford, Conn.	36	7.14
Global Petro	Waltham, Mass	34	6.75
Clark Trading	Clayton, Mo.	24	4.76
BP America	Cleveland	21	4.17
Solomon Inc.	Greenwich, Conn.	18	3.57
Sun	Philadelphia	17	3.37
Total Top 10		**374**	**74.21**
Total U.S.		**504**	

JET FUELS

Company	Headquarters	Volume (000-b/d)	Percent of U.S. Total
Amerada Hess	New York	21	20.39%
Citgo	Tulsa	14	13.59
BP America	Cleveland	11	10.68
United Airlines	Elk Grove, Ill.	9	8.74
Defense Fuel Supp. Ctr.	Alexandria, Va.	8	7.77
Texport	Houston	8	7.77
Cumberland Farms	Canton, Mass.	7	6.80
PanAm World Airways	New York	7	6.80
Texaco	White Plains, N.Y.	7	6.80
Mobil	Fairfax, Va.	5	4.85
Total Top 10		**97**	**94.17**
Total U.S.		**103**	

Source: Energy Information Administration, Petroleum Supply Monthly, Special Report, March 1991.

U.S. Dependency on Crude and Product Imports – 1990

	Net Imports						Net Imports as % of U.S. Petroleum Products Supplied		
Year	Total From All Countries	From Arab OPEC Members	% From Arab OPEC	From All OPEC Members	% From All OPEC	U.S. Petroleum Products Supplied	Total From All Countries	Total From Arab OPEC Members	Total From All OPEC Members
1990 Avg.	7,090	2,230	31.5%	4,264	60.1%	16,916	41.9%	13.2%	25.2%
1st Qtr.	7,661	2,399	31.3	4,578	59.8	17,025	45.0	14.1	26.9
2nd Qtr.	7,648	2,233	29.2	4,382	57.3	16,873	45.3	13.2	26.0
3rd Qtr.	7,475	2,501	33.5	4,597	61.5	17,083	43.8	14.6	26.9
4th Qtr.	5,596	1,791	32.0	3,508	62.7	16,884	43.8	14.6	21.0
1989 Avg.	7,202	2,128	29.5	4,124	57.3	17,325	41.6	12.3	23.8
1st Qtr.	7,080	2,046	28.9	3,911	55.2	17,719	40.0	11.5	22.1
2nd Qtr.	7,084	2,055	29.0	4,015	56.7	16,885	42.0	12.2	23.8
3rd Qtr.	7,512	2,318	30.9	4,383	58.3	16,870	44.5	13.7	26.0
4th Qtr.	7,127	2,091	29.3	4,180	58.7	17,830	40.0	11.7	23.4
1988 Avg.	6,587	1,837	27.9	3,513	53.3	17,283	38.1	10.6	20.3
1987 Avg.	5,914	1,272	21.5	3,053	51.6	16,665	35.5	7.6	18.3
1986 Avg.	5,493	1,160	21.3	2,828	52.0	16,281	33.4	7.1	17.4
1985 Avg.	4,286	470	11.0	1,821	42.5	15,726	27.3	3.0	11.6
1984 Avg.	4,715	817	17.3	2,037	43.2	15,726	30.0	5.2	13.0
1983 Avg.	4,312	630	14.6	1,843	42.7	15,231	28.3	4.1	12.1
1982 Avg.	4,298	852	19.8	2,136	49.7	15,296	28.1	5.6	14.0
1981 Avg.	5,401	1,844	34.1	3.315	61.4	16,058	33.6	11.5	20.6
1980 Avg.	6,385	2,549	39.9	4,293	67.2	17,056	37.3	14.9	25.2
1977 Avg.*	8,565	3,054	37.2	6,190	72.3	18,431	46.5	17.3	33.6

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*Peak Year

Source: Energy Information Administration, Monthly Energy Review, February 1991, and Petroleum Supply Monthly, February 1991, for last quarter of 1990.

Petroleum Products Imported — 1988 – 1990

(Add 000 b/d)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1990												
Total Motor Gasoline	488	468	336	376	609	492	442	357	316	218	316	324
Leaded	1	0	0	0	2	3	1	6	0	0	0	1
Unleaded	416	407	265	327	533	358	372	307	253	192	259	286
Blending Components	71	61	71	49	74	131	70	44	62	24	57	32
Jet Fuel	157	147	109	103	113	125	85	83	81	65	93	91
Distillate Fuel Oil	501	357	280	308	207	257	229	292	226	190	238	219
Residual Fuel Oil	809	640	334	555	507	536	535	574	311	381	386	379
Other Petrol. Products (a)	987	835	740	676	863	867	790	820	746	718	873	887
1989												
Total Motor Gasoline	383	541	451	456	408	427	438	413	406	450	475	381
Leaded	4	5	3	12	5	6	1	0	0	0	0	0
Unleaded	349	416	378	358	351	380	381	360	320	389	406	306
Blending Components	30	118	70	85	52	41	56	53	87	61	69	75
Jet Fuel	101	120	101	127	120	124	113	90	95	74	91	115
Distillate Fuel Oil	346	331	439	301	290	233	334	254	249	261	307	324
Residual Fuel Oil	909	877	706	681	538	533	556	501	454	523	543	680
Other Petrol. Products (a)	855	859	724	763	693	685	713	736	770	747	755	615
1988												
Total Motor Gasoline	391	452	392	448	524	497	556	547	493	400	515	340
Leaded	7	14	10	9	18	18	10	7	4	2	13	6
Unleaded	350	383	339	390	420	410	472	487	439	350	438	271
Blending Components	34	55	43	49	87	69	74	53	50	48	64	63
Jet Fuel	85	70	97	84	112	78	88	103	61	146	79	74
Distillate Fuel Oil	424	383	247	210	253	222	222	279	307	336	327	409
Residual Fuel Oil	805	901	650	495	432	336	479	581	698	603	785	975
Other Petrol. Products (a)	814	800	690	866	809	784	852	787	735	793	939	698

(a) Includes kerosine, unfinished oils, motor gasoline blending components, liquefied petroleum gases and other oils.

Source: Energy Information Administration, Weekly Status Reports, 1990 and 1991.

Role of Imports in Domestic Demand

(Add 000 bbl.)

	Total Imports			Domestic Demand for Refined Products			
Year	Total(a)	b/d Avg.	% Change	Total	b/d Avg.	% Change	Imports as % of U.S. Demand
1990(b)	3,223,315	8,831	9.6%	6,191,130	16,962	(2.1%)	52.1%
1989	2,942,265	8,061	8.9	6,323,625	17,325	—	46.5
1988	2,701,730	7,402	10.8	6,308,295	17,283	3.7	42.8
1987	2,437,470	6,678	7.3	6,082,725	16,665	2.3	40.1
1986	2,271,760	6,224	22.8	5,945,565	16,281	3.5	38.2
1985	1,849,455	5,067	(6.8)	5,739,990	15,726	—	32.2
1984	1,984,505	5,437	7.6	5,739,990	15,726	3.2	34.6
1983	1,843,615	5,051	(1.2)	5,559,315	15,231	(0.4)	33.2
1982	1,866,245	5,113	(14.7)	5,583,040	15,296	(4.7)	33.4
1981	2,188,540	5,996	(13.2)	5,861,170	16,058	(5.9)	37.3
1980	2,521,785	6,909	(18.3)	6,225,440	17,056	(7.9)	40.5
1979	3,086,440	8,456	1.1	6,757,245	18,513	(1.8)	45.7
1977*	3,214,555	8,807	20.1	6,727,315	18,431	5.3	47.8

(a) Crude oil and products but not crude for Strategic Petroleum Reserve; (b) Preliminary. Special note: Data for 1977 through 1985 are restated to reflect EIA information rather than other sources used in 1984.

Source: American Petroleum Institute, Basic Petroleum Data Book for 1950 through 1976; Energy Information Administration, Monthly Energy Review for 1977 through 1990.

Crude and Product Imports by PAD (a)...

(Add 000 b/d)

PAD 1*

Total crude imports: 1,179,000 b/d. **Total product imports:** 1,336,000 b/d.
Major Sources: Nigeria, United Kingdom, Venezuela, Virgin Islands.
Major Importers: Amerada Hess, Chevron, Sun, Texaco.

	1990	1989	% Change 1990 vs. 1989	1988	1987	1986
Finished gasoline	295	334	(11.7)	351	324	251
Blending components	49	44	11.4	50	40	43
Unfinished oils	113	122	(7.4)	122	106	82
Liquefied Petroleum gases	38	27	40.7	37	38	36
Distillates	263	284	(7.4)	270	221	216
Residual	450	566	(20.5)	556	516	593
Other products	128	115	11.3	120	90	92
Total products	1,336	1,492	(10.5)	1,506	1,335	1,313
Crude oil	1,179	1,195	(1.3)	1,164	1,109	1,056
Total crude oil and products	**2,515**	**2,687**	**(6.4)**	**2,670**	**2,444**	**2,369**

**PAD 1 includes Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, West Virginia, North and South Carolina, Georgia and Florida.*

PAD 2*

Total crude imports: 1,116,000 b/d. **Total product imports:** 123,000 b/d.
Major Sources: Canada, Mexico, Nigeria, Saudi Arabia.
Major Importers: Apex, Ashland, Koch, Shell.

	1990	1989	% Change 1990 vs. 1989	1988	1987	1986
Finished gasoline	6	5	0.2	4	4	5
Blending components	(s)	0	—	1	(s)	1
Unfinished oils	2	0	—	3	(s)	0
Liquefied Petroleum gases	75	93	(19.3)	89	76	982
Distillates	6	8	(25.0)	6	8	8
Residual	2	4	(50.0)	4	6	4
Other products	7	7	—	21	8	7
Total products	123	117	(5.1)	128	102	107
Crude oil	1,116	1,048	6.5	923	860	781
Total crude and products	**1,214**	**1,165**	**(4.2)**	**1,051**	**962**	**888**

**PAD 2 includes North and South Dakota, Nebraska, Kansas, Oklahoma, Minnesota, Iowa, Missouri, Wisconsin, Illinois, Michigan, Indiana, Ohio, Kentucky and Tennessee.*

PAD 3*

Total crude imports: 3,248,000 b/d. **Total product imports:** 569,000 b/d.
Major Sources: Mexico, Nigeria, Saudi Arabia, Venezuela.
Major Importers: Arco, Chevron, Texaco, USX (Marathon).

	1990	1989	% Change 1990 vs.'89	1988	1987	1986
Finished gasoline	14	5	180.0	9	15	7
Blending components	10	13	(23.1)	7	7	9
Unfinished oils	285	217	23.9	224	169	152
Liquefied Petroleum gases	61	45	35.6	61	53	98
Distillates	2	3	(33.3)	2	6	1
Residual	28	16	75.0	22	25	33
Other products	169	172	(1.7)	91	96	94
Total products	569	471	20.8	416	371	394
Crude oil	3,248	3,230	N/A	2,734	2,417	2,037
Total crude and products	**3,817**	**3,701**	**3.1**	**3,150**	**2,788**	**2,431**

**PAD 3 includes Alabama, Arkansas, Louisiana, Texas and New Mexico.*

PAD 4*

Total crude imports: 74,000 b/d. **Total product imports:** 12,000 b/d.
Major sources: Canada.
Major Importers: Cenex, Du Pont (Conoco), Exxon, Flying J.

	1990	1989	% Change 1990 vs. 1989	1988	1987	1986
Finished gasoline	1	1	—	2	2	2
Blending components	0	0	0	0	0	(s)
Unfinished oils	0	0	0	0	0	0
Liquefied Petroleum gases	9	7	28.6	12	12	12
Distillates	2	2	—	3	2	2
Residual	(s)	(s)	(s)	(s)	(s)	(s)
Other products	(s)	(s)	(s)	1	2	5
Total products	12	10	20.0	18	18	21
Total crude	74	67	10.4	63	64	54
Total crude and products	**86**	**77**	**11.7**	**81**	**82**	**75**

**PAD 4 includes Montana, Idaho, Wyoming, Utah and Colorado.*

PAD 5*

Total crude Imports: 258,000 b/d. **Total product Imports:** 67,000 b/d.
Major sources: Indonesia, Canada, People's Republic of China.
Major Importers: Chevron, Pacific, Shell, Unocal.

	1990	1989	%chng 1990 vs.1989	1988	1987	1986
Finished gasoline	14	18	(22.2)	21	21	32
Blending components	1	1	—	1	14	15
Unfinished oils	3	7	(57.1)	2	4	5
Liquefied Petroleum gases	5	6	(16.7)	10	11	13
Distillates	4	5	(20.0)	3	3	8
Residual	23	24	(4.1)	12	7	20
Other products	17	28	(39.2)	19	14	23
Total products	67	89	(24.7)	68	74	116
Crude Oil	258	266	(3.0)	175	189	182
Total crude and products	**325**	**355**	**(8.4)**	**243**	**263**	**298**

**PAD 5 includes Arizona, Nevada, California, Oregon, Washington, Alaska and Hawaii.*

ALL PADS - U.S. Totals.

Total crude Imports: 5,876,000 b/d. **Total product Imports:** 2,080,000 b/d.
Major sources: see related PAD tables in this section.
Major suppliers: see related PAD tables in this section.

	1990	1989	%chng 1990 vs.1989	1988	1987	1986
Finished gasoline	330	363	(9.0)	386	366	296
Blending components	61	59	3.3	58	61	68
Unfinished oils	404	346	16.8	351	280	239
Liquefied Petroleum gases	187	179	4.5	210	190	241
Distillates	277	302	(8.3)	283	240	235
Residual	504	610	(17.4)	595	553	650
Other products	317	332	(4.5)	251	210	221
Total products	2,080	2,191	(5.0)	2,134	1,900	1,950
Crude Oil	5,876	5,808	N/A	5,059	4,639	4,111
Total crude and products	**7,956**	**7,999**	**(0.5)**	**7,193**	**6,539**	**6,061**

(a) The summaries at the top of each PAD are total figures for 1989, i.e. imports minus exports; the rest of the figures are total imports.
(s) means less than 500 b/d.
Source: Energy Information Administration, Petroleum Supply Monthly, Table 24, February 1991.

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World Crude Oil Production by Area

(Millions of bbl.)

Year (a)	United States	Canada	Latin America	Western Europe	Middle East	Africa	Asia-Pacific	Total Free World	Sino Sov. Bloc	Total World
1989	2,779	568	2,336	1,314	5,846	1,974	1,187	16,004	5,381	21,385
1988	2,797	569	2,303	1,389	5,297	1,828	1,148	15,351	5,511	20,862
1986	3,168	537	2,190	1,395	4,639	1,820	1,177	13,926	5,494	20,329
1984	3,250	516	2,316	1,332	4,128	1,714	1,165	14,421	5,332	19,753
1982	3,157	463	2,256	1,078	4,622	1,630	956	14,162	5,184	19,346
1980	3,146	521	2,036	891	6,735	2,226	1,000	16,555	5,205	21,760

(a) As of January 1 each year.

Source: American Petroleum Institute, Petroleum Data Book, Vol. XI, January 1991.

World Crude Oil Reserves by Area

(Millions of bbl.)

Year (a)	United States	Canada	Latin America	Western Europe	Middle East	Africa	Asia-Pacific	Total Free World	Sino Sov. Bloc	Total World
1990	26,501	6,134	125,027	18,822	660,247	58,837	22,545	918,113	84,100	1,002,213
1989	26,875	6,786	121,951	18,557	571,519	56,964	21,367	823,968	83,800	907,768
1988	27,256	6,825	114,332	22,448	564,680	55,250	19,354	810,145	79,200	889,345
1986	28,416	6,500	84,242	26,413	398,036	56,734	18,856	619,197	81,370	700,567
1984	27,735	6,730	81,676	23,020	370,101	56,907	18,969	585,138	84,600	669,738
1982	29,426	7,300	84,298	24,635	362,840	56,172	19,151	584,502	85,845	670,350
1980	27,051	6,800	56,473	23,476	361,947	57,072	19,355	522,174	90,000	642,175

(a) As of January 1 of each year.

Source: American Petroleum Institute, Petroleum Data Book, Vol. XI, January 1991.

World Crude Oil Refining Capacity by Area

(Hundreds of b/d)

Year (a)	United States	Other Western Hemisphere	Total Western Hemisphere	Middle East	Africa	Asia-Pacific	Europe	Total Free World	Sino Sov. Bloc	Total World
1990	16,244	9,006	25,250	3,969	2,823	9,982	14,235	56,258	17,798	74,056
1989	15,557	8,839	24,396	4,335	2,787	10,064	13,859	55,441	17,798	73,239
1988	15,915	8,857	24,772	4,146	2,630	10,274	14,128	55,950	17,610	73,560
1986	15,459	8,614	24,073	4,274	2,520	10,112	14,072	55,051	17,500	72,551
1984	16,137	9,591	25,728	3,901	1,880	10,473	16,232	58,214	17,200	75,414
1982	17,890	10,720	28,610	3,312	1,762	10,967	19,445	64,096	16,533	80,629
1980	17,988	10,684	28,672	3,518	1,666	10,386	20,244	64,486	15,346	79,832

(a) As of January 1 of each year.

Source: American Petroleum Institute, Petroleum Data Book, Vol. XI, January 1991.

World Natural Gas Production by Area

(Billions of cubic ft.)

Year (a)	United States	Canada	Latin America	Western Europe	Middle East	Africa	Asia-Pacific	Total Free World	Sino Sov. Bloc	Total World
1989	18,045	4,161	3,552	6,726	3,646	2,892	4,380	43,403	30,951	74,354
1988	17,842	3,990	3,526	6,594	2,890	2,089	4,073	41,004	30,314	71,318
1986	16,791	3,168	3,414	6,520	1,823	1,662	3,321	36,699	27,088	63,787
1984	18,230	2,652	3,452	6,795	1,533	1,629	2,531	36,822	23,272	60,094
1982	18,520	2,546	3,072	6,142	1,799	1,169	2,177	35,425	20,258	55,683
1980	20,180	2,668	3,298	6,669	1,221	885	2,558	37,479	21,070	58,549

(a) As of January 1 of each year.

Source: American Petroleum Institute, Petroleum Data Book, Vol. XI, January 1991.

Crude Oil Reserves in 20 Leading Nations

Nation	(Add 000 bbl.) 1/1/90	(Add 000 bbl.) 1/1/89	% of Free World 1990	% of Free World 1989	% of Total World 1990	% of Total World 1989
Saudi Arabia	254,959,000	169,970,000	27.9%	20.6%	25.5%	18.7%
Iraq	100,000,000	100,000,000	10.9	12.1	10.0	11.0
Kuwait	94,525,000	91,920,000	10.3	11.2	9.4	10.1
Iran	92,860,000	92,850,000	10.2	11.3	9.3	10.2
Adu Dhabi	92,205,000	92,205,000	10.0	11.2	9.2	10.2
Venezuela	58,504,000	58,083,904	6.4	7.0	5.8	6.4
U.S.S.R.	58,400,000	58,500,000	6.4	7.1	5.8	6.4
Mexico	56,365,000	54,110,000	6.2	6.6	5.6	6.0
United States	25,860,000	26,825,000	2.8	3.3	2.6	3.0
China	24,000,000	23,590,000	2.6	2.9	2.4	2.6
Libya	22,800,000	22,000,000	2.5	2.7	2.3	2.4
Nigeria	16,000,000	16,000,000	1.7	1.9	1.6	1.8
Norway	11,546,204	10,435,000	1.3	1.3	1.2	1.1
Algeria	9,200,000	8,400,000	1.0	1.0	0.9	0.9
Indonesia	8,200,000	8,250,000	0.9	1.0	0.8	0.9
India	7,516,400	6,354,000	0.8	0.8	0.7	0.7
Canada	6,133,495	6,785,514	0.7	0.8	0.6	0.7
Neutral Zone	5,200,000	N.R.	0.6	N.R.	0.5	N.R.
Qatar	4,500,000	N.R.	0.5	N.R.	0.4	N.R.
Egypt	4,500,000	4,300,000	0.5	0.5	0.4	0.5
Total Free World	**917,471,623**	**823,967,751**				
Total World	**1,001,571,623**	**907,767,751**				

N.R.: Not ranked in Top 20 in 1989 data.

Source: American Petroleum Institute, Petroleum Data Book, Vol. X, No. 3, 1990; percentage relationships by NPN.

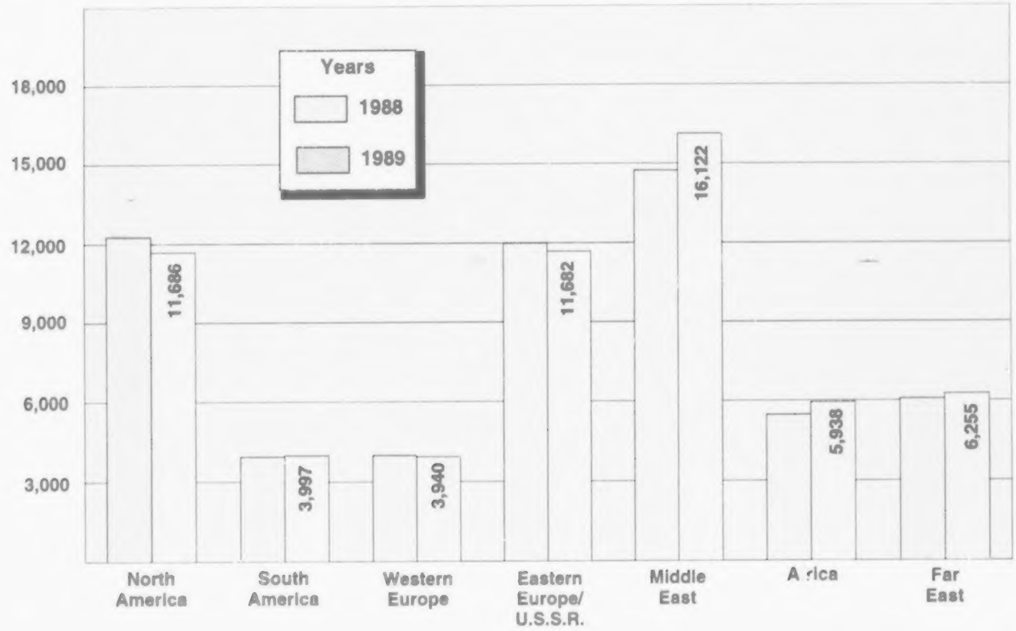
Crude Oil Production in 20 Leading Nations

Nation	Add 000 bbl. 1989 Total	Add 000 bbl. 1989 b/d	Add 000 bbl. 1988 Total	Add 000 bbl. 1988 b/d	% of Free World 1989	% of Free World 1988	% of Total World 1989	% of Total World 1988
U.S.S.R.	4,227,065	11,581	4,357,230	11,938	26.4%	28.0%	19.8%	20.7%
United States (a)	2,778,773	7,613	2,979,123	8,162	17.3	19.2	13.0	14.2
Saudi Arabia (b)	1,789,960	4,904	1,876,848	5,142	11.1	12.1	8.4	8.9
Iran	1,043,170	2,858	835,944	2,290	6.6	5.4	4.9	4.0
Iraq	1,025,285	2,809	951,234	2,606	6.4	6.1	4.8	4.5
China	1,009,225	2,765	1,003,572	2,750	6.3	6.5	4.7	4.8
Mexico	953,745	2,613	953,796	2,613	6.0	6.1	4.5	4.5
United Arab Emirates	686,930	1,882	551,196	1,510	4.3	3.6	2.6	2.6
Venezuela	625,245	1,713	607,926	1,666	4.0	3.9	2.8	2.9
United Kingdom	598,600	1,640	789,462	2,163	3.7	5.1	3.7	3.8
Nigeria	598,235	1,639	504,714	1,391	3.7	3.3	2.8	2.4
Kuwait (b)	584,730	1,602	459,330	1,258	3.7	3.0	2.7	2.2
Canada	567,575	1,555	588,894	1,613	3.5	3.8	2.7	2.8
Norway	528,155	1,447	404,430	1,108	3.3	2.6	2.5	1.9
Indonesia	444,205	1,217	424,194	1,162	2.8	2.7	2.1	2.0
Libya	400,040	1,096	385,764	975	2.5	2.5	1.9	1.8
Egypt	310,980	852	310,368	850	1.9	2.0	1.5	1.5
Algeria	253,675	695	231,678	635	1.6	1.5	1.2	1.1
India	246,740	676	232,410	637	1.5	1.5	1.2	1.1
Oman	223,745	613	221,430	607	1.4	1.4	1.0	1.1
Total Free World	**16,005,615**	**43.851**	**15,521,328**	**45,524**				
Total World	**21,386,810**	**58,594**	**21,032,550**	**57,623**				

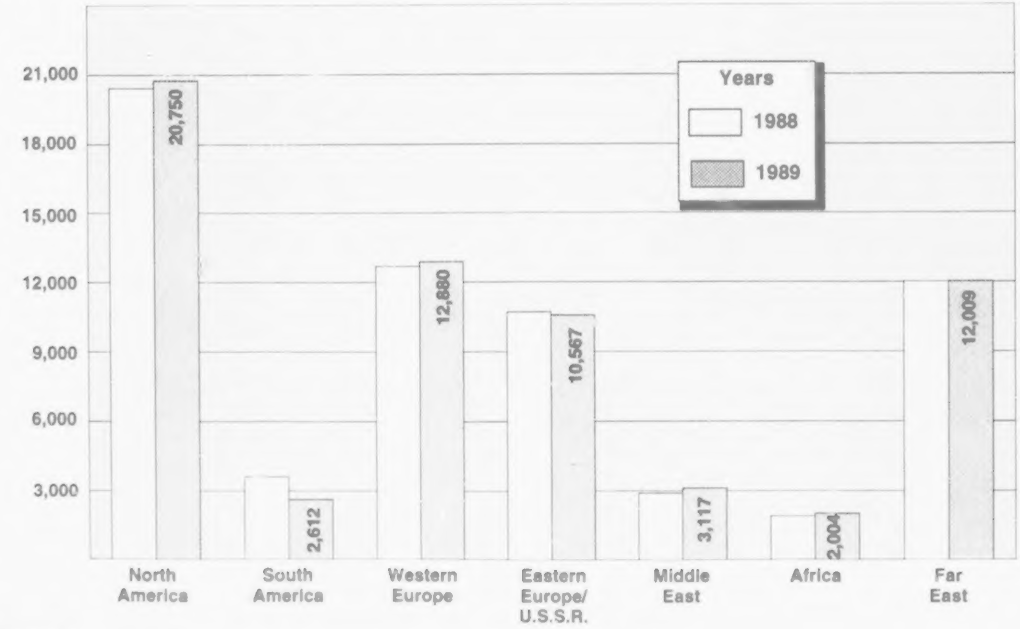
[illegible] Includes lease condensate; (b) Excludes Neutral Zone Production.

Source: American Petroleum Institute, Petroleum Data Book, Vol. X, No. 3, 1990.

World Crude Oil Production — 1988 & 1989



World Petroleum Consumption — 1988 & 1989



Source: Energy Information Administration, International Energy Annual 1989, published March 1991.

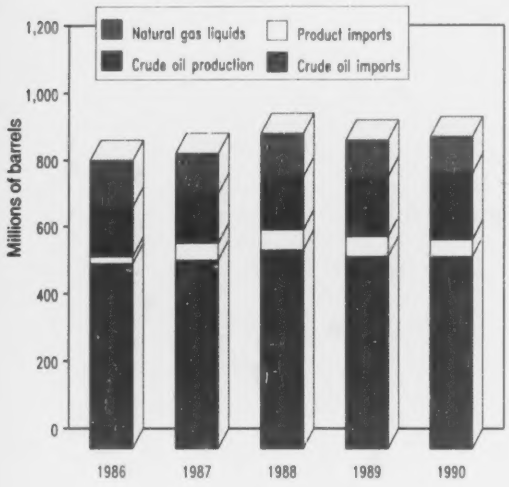
Canadian Supply/Demand Reach New Peaks

Last year, Canadian demand for oil and oil products reached 1-billion bbl. for the first time in more than 10 years. In fact, Canada's petroleum industry attained new highs for the past decade in 1990 in both the supply and demand categories.

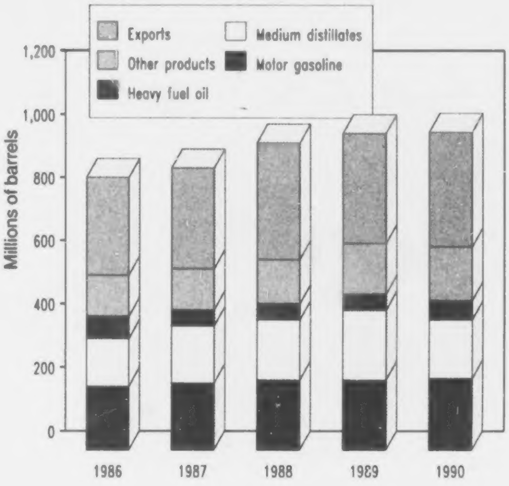
Demand for gasoline, middle distillates, heavy fuel oil, exports and other products amounted to 1,004-million bbl. (160-million cubic meters) in 1990. This was 22-million bbl., or 2.2%, over the previous year's total.

On the supply side, crude oil and NGL production and crude and product imports totalled 932-million bbl. (156-million cubic meters). Gasoline consumption was up 22-million bbl. to 224-million bbl. and exports increased from 355-million bbl. in 1989 to 367-million bbl. last year. Canada remained a net petroleum exporter with exports exceeding imports by about 120-million bbl. for the year.

Canadian refined product sales, however, were down slightly in 1990 in such key product categories as gasoline, diesel and light and heavy fuels.



Supply



Demand

Refined Product Sales in 1990

(Cubic Meters)*

Province	Aviation Gas	Motor Gas	Aviation Turbine	Kerosine	Diesel	Light Fuel	Heavy Fuel	Lubes & Greases
Newfoundland	3,531	598,427	357,891	32,888	545,489	319,471	536,820	12,475
Price Edward Island	259	192,608	5,404	12,711	80,304	173,362	37,487	2,189
Nova Scotia	1,725	1,174,707	194,636	57,251	619,695	895,072	1,148,784	20,380
New Brunswick	2,591	960,329	33,514	20,310	544,156	469,677	2,097,018	22,305
Quebec	25,161	7,247,836	1,099,029	226,113	2,969,544	2,097,825	2,680,906	147,277
Ontario	46,639	12,506,900	1,423,544	115,817	4,379,481	1,796,675	1,834,676	429,737
Manitoba	14,912	1,356,111	190,542	31,247	896,244	49,452	64,697	31,840
Saskatchewan	10,918	1,667,510	89,885	50,685	1,208,460	56,730	41,767	44,379
Alberta	15,016	4,603,089	682,265	24,098	2,802,341	60,788	71,609	112,624
British Columbia	32,232	3,567,809	938,148	51,397	2,562,839	415,900	1,134,497	107,321
Yukon	4,144	55,311	5,270	5,077	84,290	28,678	0	958
Northwest Territories	7,171	43,647	71,850	59,447	149,899	63,829	7,313	2,109
Total 1990	**164,299**	**33,974,284**	**5,091,978**	**687,041**	**16,842,742**	**6,424,459**	**9,655,574**	**933,594**
Total 1989	**162,380**	**34,801,177**	**5,192,574**	**762,628**	**17,177,359**	**6,874,165**	**9,836,435**	**934,419**

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*Cubic meters x 6.2886 = barrels.

Source: Statistics Canada.

Canadian Oil Companies:

Branded Service Stations

Company	Total branded retail outlets	Number of provinces where marketed	Supplied directly	Supplied through jobbers & commission agents	Lessee/dealer operated	Salary operated	Commission operated	Full-serve only	Self-serve only	Full-serve/ Self-serve
C. Corp. Inc.	256	3	63	—	5	—	58	36	24	3
C. Corp. (Ontario) Inc.	64	2	0	40	5	0	35	38	2	—
Canadian Tire Petroleum Div.	197	7	197	—	20	177	—	17	171	9
Canadian Turbo Inc.	309	5	284	25	66	1	242	304	5	0
Chevron Canada Ltd.	260	1	174	86	139	—	121	107	106	47
Esso Petroleum Canada	—	—	—	—	—	—	—	—	—	—
Fas Gas Oil Ltd.	142	3	142	—	—	2	140	110	32	—
Federated Cooperatives Ltd. (a)	355	4	355	—	—	330	25	300	55	—
Husky Oil Marketing Co.	343	6	115	2	103	0	0	112	3	2
Les Petroles Calex Ltee	45	2	—	—	—	—	45	—	15	30
Mohawk Oil Co. Ltd.	266	6	266	—	123	57	60	149	42	75
Petro-Canada Products	3,059	12	1,428	0	2,500	150	555	1,259	322	47
Shell Canada Ltd.	—	—	—	—	—	—	—	—	—	—
Sunoco Inc.	759	2	721	38	524	46	189	565	179	15
Sunys Petroleum Inc.	222	2	62	—	26	0	36	59	3	0
Ultramar Canada Inc. (b)	1,675	2	—	—	1,379	0	0	1,154	198	27

(a) does not include 270 Tempo.
(b) does not include the McCall-Frontenac Inc. acquistion in the Maritime Provinces.
* includes manned cardlock facilities.
** does not include cardlocks.

Branded Retail Outlets in Canada

Company	Total branded retail outlets	Number of Provinces	Newfoundland	Nova Scotia	New Brunswick	Quebec	Ontario	Prince Edward Island	Manitoba	Saskatchewan	Alberta	British Columbia	Northwest Territories	Yukon
C. Corp. Inc.	256	3	—	—	—	153	65	—	—	—	38	—	—	—
C. Corp. (Ontario) Inc.	64	2	—	—	—	1	63	—	—	—	—	—	—	—
Canadian Tire Petroleum Div.	197	7	—	—	4	38	128	—	6	3	14	4	—	—
Canadian Turbo Inc.	309	4	0	0	0	0	1	0	21	71	170	44	0	0
Chevron Canada Ltd.	260	1	—	—	—	—	—	—	—	—	—	260	—	—
Esso Petroleum Canada	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Fas Gas Oil Ltd.	142	3	—	—	—	—	—	—	—	35	96	11	—	—
Federated Cooperatives Ltd. (a)	355	4	—	—	—	—	—	—	59	219	49	28	—	—
Husky Oil Marketing Co.	343	6	—	—	—	—	52	—	21	40	135	90	—	5
Les Petroles Calex Ltee	45	2	—	—	—	40	5	—	—	—	—	—	—	—
Mohawk Oil Co. Ltd.	266	6	0	0	0	0	3	0	27	34	101	98	—	3
Petro-Canada Products	3,059	12	32	97	84	645	1,096	17	190	250	309	328	11	—
Shell Canada Ltd.	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Sunoco Inc.	759	2	—	—	—	234	525	—	—	—	—	—	—	—
Sunys Petroleum Inc.	222	2	—	—	—	30	192	—	—	—	—	—	—	—
Ultramar Canada Inc.	1,674	2	0	0	0	1,017	224	0	0	0	0	0	0	0

(a) does not include 270 Tempo.

How Distribution is Organized

Branded Jobers/Commission Agents				Bulk Plants				Terminals			
Selling				Company Operated				Company Operated			
Total	Gasoline only	Fuel Oil only	Gasoline and Fuel Oil	Total	Commission operated	Jobber operated	Salary operated	Total	Salary operated	Commission operated	Jobber operated
63	63	—	—	0	—	—	—	0	—	—	—
0	—	—	—	0	—	—	—	0	—	—	—
0	—	—	—	0	—	—	—	0	—	—	—
53	0	0	53	40	0	38	2	0	0	0	0
45	—	—	45*	33**	—	33	0	2	2	—	0
—	—	—	—	—	—	—	—	—	—	—	—
140	140	—	—	0	—	—	—	1	1	—	—
5	—	—	5	260	255	5	0	1	—	—	—
23	0	0	23	23	0	0	—	6	0	0	5
—	—	—	—	—	—	—	—	1	—	—	—
60	60	—	—	0	—	—	—	0	—	—	—
743	555	0	188	325	5	188	29	23	23	—	0
—	—	—	—	—	—	—	—	—	—	—	—
0	—	—	—	0	—	—	0	0	—	—	0
254	112	0	142	98	0	98	—	35	28	7	7

(a) does not include 270 Tempo.
(b) does not include the McCall-Frontenac Inc. acquistion in the Maritime Provinces.
* includes manned cardlock facilities.
** does not include cardlocks.

Brand Names of Gasoline and Motor Oils

Gasoline	Motor Oil
C. Corp. Inc.	
Shell	Top Value
Sunoco	Winks Express
Petro Canada	
Esso	
Ultramar	
Texaco	
Canadian Tire Petroleum	
Motomaster	Nugolo
	Supreme
	Formula 2000
Canadian Turbo, Inc.	
Turbo	Flo-Rite
	Turbo
	Red Ram
	Green-Flo
Chevron Canada Ltd.	
Chevron (r,ur)	Chevron Special
Chevron Supreme (up)	Chevron Supreme
Esso Petroleum Canada	
Esso (r)	HD
Esso 2000 (ur)	HDX
Esso Extra Unleaded (up)	Protec Extra
	Protec Ultra
Fas Gas Oil Ltd.	
(ur,up)	Hi-Performance

Gasoline	Motor Oil
Federated Cooperatives Ltd.	
Sonic (r,up,p)	Sonic Silver
Tempo (r,ur,p)	Sonic Gold
	Sonic Green
Husky Oil Marketing Co.	
Husky (r,ur,up)	Husky Heavy Duty
	Husky Heavy Duty Special
	Husky Stratolube
	Husky Strato Plus
	Husky Super Lube
	Husky Super Duty
Mohawk Oil Co. Ltd.	
Mohawk (r,ur,up,d)	Mohawk Oil Canada
	Spartan Canadian Pride
Petro-Canada Products Inc.	
(r,ur,up,us,o)	Diesel Tonic
	XHD
	Maximum
	Super Plus
	Maximum Plus
	Maximum Supreme
Shell Canada Ltd.	
Shell (r,ur,up)	Shell X100
Beaver (r,ur,up)	Shell TLO
	Shell Extrema
	Rotella

Gasoline	Motor Oil
Sunoco, Inc.	
Sunoco Regular (r)	CAM2
Sunoco 1/2 & 1/2 Leaded (r,up)	
Sunoco Premium Leaded (r,up)	
Sunoco Regular Unleaded (ur)	
Sunoco 1/2 & 1/2 Unleaded (ur,up)	
Sunoco Premium Unleaded (up)	
Pronto (r,ur,up)	
Sunys Petroleum Inc.	
Sunys (r,ur,p,d)	
Econobec (r,ur,p,d)	
Ultramar Canada Inc.	
Ultramar	UHD
Sterline	Ultralube
XL	Ultralube Super
Gillies Guy	Ultra Super Plus
Champion	Super Turbo

Key:

Gasoline:

(r)	Regular
(p)	Premium
(ur)	Unleaded
(up)	Unleaded Premium
(d)	Diesel

Motor Oils:
Brand names are listed lowest-price grade first.

Gasoline Shares by Key Categories—1990

A new study of Canadian retail gasoline market shares was initiated in 1985 by MPSI Inc., Tulsa, Okla., a firm specializing in computer software and information services in addition to market research and planning. Now, MPSI has released its updated 1990 study.

Data for both 1990 and 1989 are presented in the table below to provide an overview of trends within the various gasoline marketing segments. Also, average gallonage totals are shown in both liters and U.S. gallons. Refer to the companion market share study for the U.S. in this issue's Retail Market section for a comparison between the two countries.

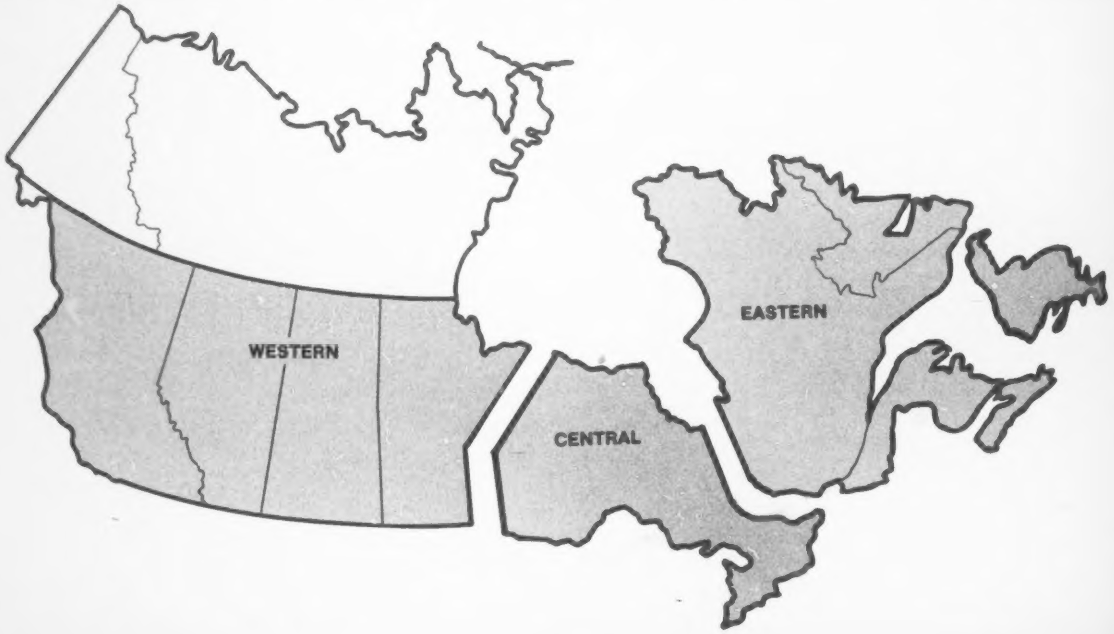
The study presents market shares and percentages of outlets on both a national and regional basis for conventional service stations, gasoline pumpers, convenience stores that sell gasoline, plus a general category of "others" including car washes, garages and other facilities where gasoline is secondary.

This study is concentrated in Canada's metropolitan areas, where most gasoline is marketed. It does not count rural and highway vendors, which while important to the industry, do not add substantially to the overall consumption data.

Canadian Regional and National Market Shares

	Service Stations		Pumpers		Convenience Food Stores		Others		Total	
Region	1990	1989	1990	1989	1990	1989	1990	1989	1990	1989
Eastern Region										
• % of Outlets	42.4	46.4	27.6	26.6	12.0	10.9	18.0	16.1	100.0	100.0
• % of Volume	39.0	43.3	43.7	40.9	8.5	8.2	8.8	7.6	100.0	100.0
• Avg. Monthly Volume (Liters)*	133,524	133,022	230,217	219,561	101,754	107,704	71,372	66,776	145,203	142,574
• Avg. Monthly Volume (U.S. gal.)	35,277	35,191	60,824	56,085	26,684	28,493	18,857	17,666	38,363	37,718
Central Region										
• % of Outlets	47.7	49.1	36.0	35.2	4.7	4.0	11.6	11.7	100.0	100.0
• % of Volume	42.8	44.2	49.7	48.6	3.1	2.7	4.4	4.5	100.0	100.0
• Avg. Monthly Volume (Liters)*	191,730	193,283	295,397	296,297	139,834	144,233	80,992	83,034	213,662	214,71
• Avg. Monthly Volume (U.S. gal.)	50,655	51,133	78,044	78,385	36,944	38,157	21,380	21,967	56,450	56,804
Western Region										
• % of Outlets	34.1	36.8	45.7	44.0	9.9	8.8	10.3	10.4	100.0	100.0
• % of Volume	30.8	35.6	59.6	56.0	5.4	4.8	4.2	3.6	100.0	100.0
• Avg. Monthly Volume (Liters)*	172,679	185,786	249,826	244,160	104,978	103,939	77,322	67,429	191,378	191,957
• Avg. Monthly Volume (U.S. gal.)	45,622	49,150	66,004	64,593	27,735	27,498	20,428	17,836	50,562	[illegible]
Total Canada										
• % of Outlets	42.0	44.8	35.9	34.7	8.7	7.7	13.4	12.8	100.0	100.0
• % of Volume	38.2	41.5	51.1	48.7	5.2	4.7	5.5	5.1	100.0	100.0
• Avg. Monthly Volume (Liters)*	167,338	170,012	261,802	257,658	110,543	113,597	75,804	72,509	184,012	183,516
• Avg. Monthly Volume (U.S. gal.)	44,211	44,977	69,168	68,163	29,205	30,052	20,027	19,182	48,616	48,549

Source: MPSI Inc., Tulsa, Okla.



Canadian Retail Gasoline Prices Remain 60% Higher Than U.S.

Retail gasoline prices in Canada have returned to the levels of the period preceding Iraq's invasion of Kuwait, but they remain about 60% higher than comparable retail postings in the United States.

According to the March 1991 Petroleum Product Market Research Report published by Energy, Mines and Resources Canada (EMR), Canadian motorists paid an average of about $1.86 (U.S. dollars) for a gallon of gasoline in February 1991. That's about 69¢ or 59% higher than the price paid per gallon by U.S. motorists during the same period (see bar chart).

The figures represent major city averages for all grades and types of service in February in both countries. Canadian prices are figured on the basis of the metric system liter (1 gal. = 3.785 liters), but for purposes of this analysis are expressed in U.S. dollars per gallon.

The major factor separating Canadian-U.S. retail price totals is the amount of federal and provincial taxes assessed on gasoline in Canada. However, while federal and state taxes in the U.S. increased substantially over the past year (over 50% at the federal level), Canadian taxes were roughly the same as a year ago.

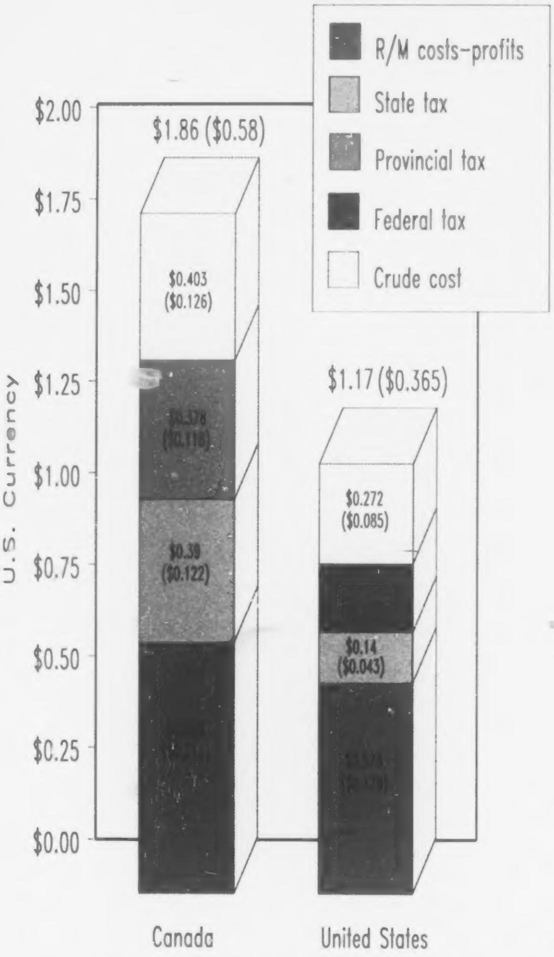
So, while Canadian taxes accounted for 76% of the Canadian-U.S. price spread in January 1990, that percentage declined to 65% in February 1991. Taxes as a percentage of the total Canadian retail price also dropped from 43.3% to 41.4%.

EMR also reports that the average Canadian pump price for gasoline in February decreased by 22.7¢/gal. from the previous month. This brought the spread between Canadian and U.S. prices in February down about 12¢/gal. from January. Despite the fact that Canadians pay more for gasoline than their neighbors in the United States, prices there are still a bargain when compared to retail prices in other leading countries around the world.

In February, for example, EMR reports that the average retail price in Italy was $5.09/gal. (U.S. dollars), or almost three times the Canadian price. Taxes accounted for more than 75% of the Italian retail price. In France, motorists paid $3.84/gal., more than three-fourths of which was taxes. In the United Kingdom, the price was $3.17/gal. ($2.05/gal. in taxes); in Spain, the price was $3.55/gal. ($2.30 in taxes); and Japanese motorists paid $3.75/gal. with a tax component of $1.63/gal.

Canada vs. U.S. — Motor Gasoline

Average Retail Prices. All Grades – February 1991. (U.S. cents/gal. – Canadian cents/liter shown in parenthesis.)



Exchange rate – February 1991 = 1.1714

Canadian Statistics

Motor Vehicle Registrations – 1989

Province	Passenger Cars	Trucks	Buses	Motor-cycles	Others	Total Vehicles	Trailers	Off-Road Snow-mobiles	Off-Road Other	Licensed Gasoline Outlets
Newfoundland	196,000	87,978	1,253	9,422	6,191	301,152	31,023	74,030	16,220	N/A
Prince Edward Island	62,801	23,321	489	1,691	75	88,377	5,090	268	371	N/A
Nova Scotia	394,246	155,253	1,914	14,960	435	566,902	40,631	10,013	6,723	N/A
New Brunswick	309,307	129,814	N/A	9,901	5,364	455,252	57,371	N/A	22,248	1,200
Quebec	3,273,648	96,735	15,632	68,604	50,285	3,527,732	765,705	103,179	253,140	N/A
Ontario	4,701,949	1,081,659	28,909	126,391	N/A	5,943,747	1,089,548	308,373	74,316	N/A
Manitoba	539,985	222,816	154	12,282	30	775,267	105,968	29,546	191	N/A
Saskatchewan	445,677	274,552	4,356	4,783	7,202	736,638	98,131	5,284	N/A	N/A
Alberta	1,162,997	638,664	9,551	38,182	508	1,850,771	400,321	14,225	19,020	N/A
British Columbia	1,691,976	668,456	N/A	60,458	N/A	2,420,890	280,563	52,689	N/A	N/A
Yukon	9,048	15,365	181	814	1,664	27,072	3,615	508	N/A	N/A
Northwest Territories	23,684	1,261	55	637	92	25,729	2,583	2,321	N/A	N/A
Canada Total	**12,811,318**	**3,395,874**	**62,494**	**348,125**	**71,846**	**16,719,529**	**2,880,549**	**600,436**	**392,229**	**1,200**

NB: E=Estimated.
"Off-road Other" includes farm tractors, construction equipment, etc.

Automobiles per Household – 1990

(Estimates in thousands)

Province	Households	Total Households With Vehicles	Households with Automobiles Total	Households with Automobiles 1 Auto	Households with Automobiles 2 Autos	3 or More Autos	Without Autos	Vans or Trucks With 1	Vans or Trucks 2 or More
Newfoundland	173	141	116	89	24	4	57	53	N/A
Prince Edward Island	45	38	36	24	10	N/A	9	12	N/A
Nova Scotia	318	256	238	176	55	8	79	67	8
New Brunswick	247	212	193	140	45	8	54	70	8
Quebec	2,533	2,041	1,927	1,380	468	78	607	330	21
Ontario	3,479	2,894	2,745	1,824	746	175	735	639	73
Manitoba	388	321	298	213	71	15	89	98	15
Saskatchewan	358	311	287	197	71	19	71	106	27
Alberta	869	770	699	441	200	58	170	254	74
British Columbia	1,214	1,027	951	627	266	58	263	345	47
Canada Total	**9,624**	**8,011**	**7,490**	**5,111**	**1,956**	**423**	**2,134**	**1,974**	**273**

New Motor Vehicle Sales

Year	Total New Motor Vehicles	Passenger Cars	Comm. Vehicles	Cars North America	Cars Japan	Cars Other Countries*	Commercial Vehicles North America	Commercial Vehicles Other Countries*
1990	1,317,620	884,537	433,083	579,372	240,626	64,539	361,220	71,863
1989	1,483,875	988,314	495,741	675,340	239,548	73,246	422,398	73,343
1988	1,565,501	1,056,310	509,191	724,733	243,835	87,742	459,777	49,414

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* Excludes Japanese and North American manufactured vehicles.

Principal Heating Fuels In 1990

(000 Households)

Province	Oil	Piped Gas	Bottled Gas	Electri-city	Other	Wood	Total Households
Newfoundland	55	—	—	79	—	38	173
Prince Edward Island	35	—	—	—	—	8	45
Nova Scotia	195	—	6	74	5	37	318
New Brunswick	70	—	—	128	—	47	247
Quebec	577	175	—	1,654	—	127	2,533
Ontario	571	2,064	22	731	—	89	2,479
Manitoba	15	224	—	134	—	10	388
Saskatchewan	31	290	8	19	—	10	358
Alberta	12	817	15	15	—	6	869
British Columbia	134	656	11	347	—	65	1,214
Canada Total	**1,697**	**4,227**	**68**	**3,183**	**13**	**437**	**9,624**

NB: Data from a sample survey only.
"Other" includes coal and coke.
— = Amount too small.

Drivers' Licenses 1989

Province	Operators (Drivers and Chauffers)	Temporary (Instructor Permits)
Newfoundland	313,687	8,880
Prince Edward Island	82,946	N/A
Nova Scotia	562,004	12,460
New Brunswick	446,896	23,726
Quebec	4,027,408	N/A
Ontario	6,290,424	374,754
Manitoba	782,398	N/A
Saskatchewan	624,964	N/A
Alberta	1,855,314	109,346
British Columbia	2,556,539	N/A
Yukon	31,442	N/A
Northwest Territories	18,287	1,241
Canada Total	**17,592,309**	**530,407**

Factory Sales of Batteries

	1989	$
Replacement		
Automotive/Heavy-Duty Commercial	2,822,714	146,685,784
Other Batteries:		
Includes marine, recreational vehicle, and railroad diesel starting	62,874	3,838,352
For Direct Motive Power:		
Large cells (includes railroad and fork lift	173,228	25,590,433

Source: All tables on this page from Statistics Canada.

LPG Sales by States and Uses—1989

(Add 000 gal.)

	Residential and Commercial	Chemical	Industrial (1)	Engine Fuel	Utility Gas	Farm	Other (2)	Total (3)
Alabama	195,599 *	0 *	15,900	10,816	w	34,767	926	259,156
Alaska	9,738	0	756	711	0	w	w	11,615
Arizona	40,498	0	12,201 *	6,205	w	4,111	2,422	67,230
Arkansas	131,578	0 *	5,268	8,636	0	49,101	2,343	197,183
California	308,260	0 *	501,050	86,542 *	w	43,711	38,906 *	993,177
Colorado	76,002	w	20,212*	5,600	0	7,205	1,856	119,977
Connecticut	44,030	w	14,241	3,074	w	2,859	w	68,467
Delaware	28,632	w	2,912	672	0	7,847	w	42,197
Florida	253,719 *	0	30,927	20,716	18,003	18,568	9,309	351,277
Georgia	214,467	0	37,282	11,403	266	59,437	3,161 *	327,485
Hawaii	w	0	0	w	0	w	w	7,784
Idaho	19,014	0	5,467	3,878	0	2,722	2,851	33,932
Illinois	253,392	w	30,187 *	37,953	3,884	104,788	4,281 *	471,355
Indiana	295,144	w	25,764	21,560	w	100,648	4,613 *	455,331
Iowa	243,767	w	15,072	7,279	w	158,830	2,931 *	430,481
Kansas	104,994	80,017	47,080 *	26,288	12,614	62,052	66,326 *	460,982
Kentucky	160,677	w	128,859 *	10,339	w	24,365	1,455	338,631
Louisiana	58,225	555,599	25,027 *	8,585 *	0	11,210	w	888,729
Maine	48,245	0	14,230	2,958	0	238	0	67,986
Maryland & D.C.	57,746	0	16,682	5,622	0	10,871	2,984 *	93,973
Massachusetts	83,127	0	11,011	5,709	9,029	781	1,185 *	111,387
Michigan	516,947	w	87,513 *	40,437	w	45,435	85,865 *	875,392
Minnesota	225,837	0	35,438 *	8,768	w	73,747	580 *	347,039
Mississippi	146,294	w	40,830 *	13,625	0	22,245	661 *	243,588
Missouri	360,652	w	35,323	16,532	w	40,666	3,582 *	472,996
Montana	39,539	0	12,785 *	5,051	0	2,748	4,501	65,070
Nebraska	87,460	w	12,422	9,327	0	105,684	184	215,249
Nevada	41,927	w	10,585	1,927 *	0	1,811	5,724	73,703
New Hampshire	84,545	0	9,633	1,347	w	59	12,659	109,589
New Jersey	68,291	100,940	16,651	8,049	813	926	4,950 *	223,407
New Mexico	78,783	0	5,267 *	13,436	0	7,093	793	113,994
New York	205,983	416	15,970	14,932	w	5,833	2,369 *	245,893
North Carolina	252,697	611	36,132	14,903	w	102,933	5,733 *	414,145
North Dakota	60,591	0	5,399	2,511	w	34,353	610	103,522
Ohio	326,647	0	169,246 *	53,217	w	62,662	5,062 *	678,776
Oklahoma	109,025	0	58,044 *	12,124	w	19,412	3,298	203,428
Oregon	17,648	0	18,937	18,148	w	7,348	5,315	67,427
Pennsylvania	132,327	0	110,270	16,601	w	26,240	8,905 *	295,593
Rhode Island	14,269	0	4,337	1,817	w	w	w	21,631
South Carolina	109,433	w	20,030	8,651	199	22,052	1,561 *	162,126
South Dakota	102,644	0	6,709	2,855	0	104,628	1,022	217,858
Tennessee	143,088	w	22,010	22,113	w	7,734	3,016 *	198,950
Texas	420,894	5,039,289	67,718 *	54,941 *	w	65,882 *	354,613 *	6,043,836
Utah	22,225	w	8,289 *	5,301	0	1,508	w	54,404
Vermont	60,795	0	3,313	1,066	w	245	w	0
Virginia	109,133	642 *	27,574	8,987	w	35,005	16,674 *	198,186
Washington	29,895	0	71,973	24,309	0	5,366	4,885	136,428
West Virginia	20,767	w	3,004	1,908	0	3,236	w	52,810
Wisconsin	321,305	0	19,396	17,320	0	44,734	6,517 *	409,646
Wyoming	28,143	w	19,820 *	3,349	0	2,293	2,534	65,868
Total	**6,771,552**	**5,950,747**	**2,282,485**	**689,629**	**83,782**	**1,556,210**	**841,199**	**18,175,604**

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*Propane only; butane withheld.

w - Data withheld to avoid disclosing reports for individual companies. These reports included in totals.

(1) Includes refinery fuel.

(2) Includes secondary recovery of petroleum and synthetic natural gas feedstock.

(3) API data on LP-gas refinery inputs is used in determining LP-gas production/sales in preference to the volume reported by EIA.

Source: American Petroleum Institute and National Propane Gas Assn.

LPG Sales Trends in Recent Years (a)

Major Domestic Markets (Add 000,000 gal.)

Year	Total U.S. Sales		Residential - Commercial		Chemical		Internal Combustion		Industrial		Farm	
	Vol.	% Change	Vol	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change	Vol.	% Change
1989	18,176	8.1%	6,772	9.2%	5,951	(1.8%)	690	(3.5%)	2,282	26.6%	1,556	8.0%
1988	16,807	4.0	6,149	8.4	6,057	(4.0)	715	(0.4)	1,803	39.4	1,431	(1.2)
1987	16,157	12.8	5,671	0.1	6,307	47.8	718	(13.5)	1,293	(3.6)	1,459	(10.7)
1986	14,325	(5.0)	5,607	(3.2)	4,267	(0.9)	821	(12.8)	1,341	3.2	1,634	(4.2)
1985	15,080	(0.3)	5,794	11.4	4,307	4.8	942	1.0	1,299	(31.2)	1,706	2.6
1984	15,129	10.5	5,203	(14.6)	4,109	26.7	951	(30.2)	1,888	54.7	1,663	40.7
1983	13,688	(1.6)	6,090	(1.5)	3,244	(3.5)	1,362	9.8	1,220	(6.9)	1,183	(8.0)
1982	13,915	(3.3)	6,180	(2.1)	3,362	(3.2)	1,240	9.7	1,310	(5.0)	1,285	(12.1)
1981	14,395	(3.8)	6,310	(3.4)	3,474	(3.1)	1,130	3.6	1,380	(10.9)	1,463	(4.4)
1980	14,969	(8.9)	6,531	(4.9)	3,584	(11.3)	1,090	4.3	1,548	(20.2)	1,529	(15.4)
1979	16,432	9.4	6,871	1.2	4,043	12.7	1,045	5.5	1,940	44.8	1,764	D
This is as far back as the restated API/LPGA data go on sales trends. The figures below are Energy Information Administration data and are not essentially comparable to the restated data above. In the data below, the last column was for "all other uses" instead of farm consumption.												
1977	15,508	-3.2	7,169	-2.0	3,578	-12.4	1,145	-2.1	1,044	D	2,573	7.5
1975	15,200	-6.8	7,020	-2.9	4,172	-23.0	1,162	-11.3	1,082	1.2	1,763	38.3
1970	15,271	26.6	7,569	41.6	5,003	24.8	1,336	11.9	897	32.1	467	125.6
1965	11,434	33.7	5,346	26.5	4,008	54.6	1,194	33.0	679	13.9	207	-23.0
1960	8,579	40.1	4,225	50.8	2,593	36.5	898	37.7	596	13.7	269	9.3

(a) In 1984, Energy Information Administration suddenly terminated collection of LPG sales data for budgetary reasons. American Petroleum Institute, Liquefied Petroleum Gas Assn. and others began a cooperative effort to provide the missing data annually. The 1983 and 1984 data were published in March, 1986. The new information is based on EIA data, plus API and LPGA, and are restated for the years 1979 through 1984. Utility gas, refinery fuel and miscellaneous uses are included in U.S. totals but are not stated separately.

Source: NPGA and API.

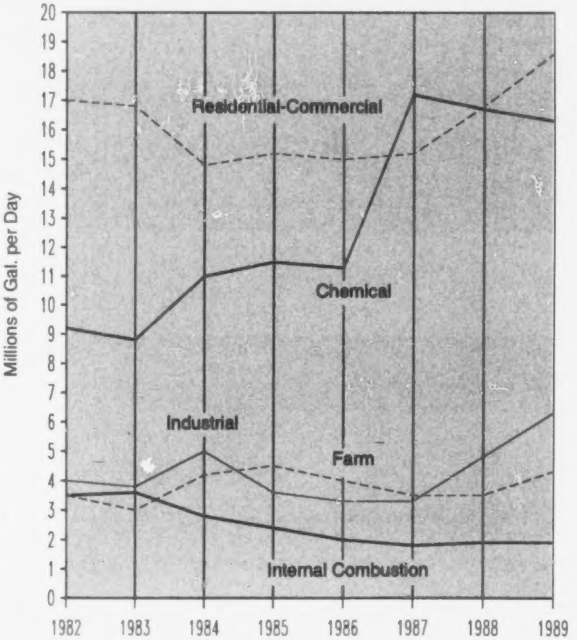
LPG Sales Hit New Heights in 1989—Industrial and Residential-Commercial Show Biggest Gains

It was another banner year in 1989 for sales of liquefied petroleum gas (LPG). Overall consumption of LPG was up 8.1% for the year to over 18-billion gal., compared to 16.8-billion gal. in 1988. It was the third straight year of sales increases after the industry hit its lowest point of the decade in 1986 with sales of 14.3-billion gal.

Once again, demand for LPG soared in the industrial markets, increasing by over 25% in 1989 vs. 1988. After flat or declining sales throughout most of the 1980's, industrial sales jumped 76% in the last two years of the decade. Residential-commercial and farm consumption also showed healthy gains in 1989, increasing 9.2% and 8.0% respectively.

In the table above, LPG used in refineries is included in industrial consumption. Other secondary uses are lumped together in the U.S. total.

Principle Uses of LPG by Sectors



LPG Sales by States, 1983 — 1989

(Add 000 gal.)

State	1989	1988	1987	1986 [4]	1985	1984 [2, 3]	1983 [1]
Alabama	259,158	203,460	199,719	175,072	174,219	178,075	206,881
Alaska	11,615	11,930	11,799	13,300	14,889	w	24,783
Arizona	67,230	71,827	81,889	82,649	76,034	66,727	73,890
Arkansas	196,961	163,669	151,705	167,503	176,381	168,904	190,425
California	993,177	837,107	760,059	226,324	776,882	739,859	638,197
Colorado	119,977	109,700	93,217	89,478	105,256	103,705	167,763
Connecticut	68,467	64,580	31,194	46,383	51,680	51,282	54,967
Delaware	42,197	43,199	36,717	33,084	41,825	49,652	43,007
Florida	351,277	344,946	351,349	431,608	399,436	347,271	396,833
Georgia	327,485	292,240	259,010	274,184	291,335	263,364	288,923
Hawaii	7,784	7,999	7,427	6,712	6,296	w	23,140
Idaho	33,932	30,689	25,367	30,718	36,230	31,815	39,089
Illinois	471,355	626,610	724,026	764,188	788,693	794,996	624,976
Indiana	455,331	403,965	390,877	329,913	328,805	357,416	321,871
Iowa	430,481	424,779	375,396	588,186	591,080	528,416	441,185
Kansas	460,982	440,305	321,476	212,224	611,981	756,234	345,937
Kentucky	338,631	330,012	333,929	270,554	284,430	260,962	214,026
Louisiana	888,729	958,783	848,555	896,539	952,434	982,522	236,384
Maine	68,463	68,253	51,248	42,465	26,533	22,935	33,096
Maryland & D.C.	93,973	72,979	69,569	59,584	75,501	96,840	89,809
Massachusetts	111,387	100,964	103,691	94,715	72,752	65,990	88,042
Michigan	875,392	832,585	817,843	801,192	720,361	484,763	431,990
Minnesota	347,039	343,762	316,810	397,852	356,330	333,725	313,466
Mississippi	243,588	170,510	153,275	147,132	208,514	218,242	225,201
Missouri	472,996	410,148	362,524	384,048	372,837	340,805	411,025
Montana	65,070	52,903	50,973	63,384	61,597	49,258	62,941
Nebraska	215,249	225,479	199,576	163,284	176,763	149,236	156,875
Nevada	73,703	46,954	39,855	45,898	47,390	36,366	40,072
New Hampshire	109,589	90,831	82,561	71,272	64,713	50,017	59,096
New Jersey	223,407	263,048	252,581	207,911	232,104	264,907	111,901
New Mexico	113,994	67,582	67,733	71,050	140,102	153,130	158,873
New York	245,893	226,611	221,553	208,275	207,808	208,193	262,584
North Carolina	414,145	341,971	358,596	314,373	323,996	299,367	282,743
North Dakota	103,522	92,014	88,589	89,402	26,811	31,464	47,613
Ohio	678,776	581,431	534,490	520,397	603,114	504,464	662,365
Oklahoma	203,428	242,701	241,441	280,609	400,132	272,150	249,347
Oregon	67,427	66,488	64,205	71,896	67,666	60,694	68,683
Pennsylvania	295,593	243,484	205,314	186,764	228,144	239,876	225,533
Rhode Island	21,631	23,842	26,112	24,500	20,888	12,962	15,338
South Carolina	162,126	152,734	145,110	122,967	134,045	108,489	125,485
South Dakota	217,858	101,005	139,392	104,189	86,254	69,586	88,814
Tennessee	198,950	187,459	146,307	166,793	149,979	137,847	138,024
Texas	6,043,836	5,550,190	5,556,446	3,730,949	3,749,674	4,066,334	1,000,960
Utah	54,404	51,303	51,043	48,993	60,931	62,630	66,121
Vermont	66,693	50,353	44,281	37,026	33,848	28,321	38,814
Virginia	198,186	185,097	165,871	141,903	162,529	157,263	113,591
Washington	136,428	100,360	106,532	94,972	88,627	92,533	96,114
West Virginia	52,810	44,375	38,622	38,200	35,663	15,031	22,178
Wisconsin	409,646	374,336	321,334	346,983	361,689	364,777	337,044
Wyoming	65,888	80,038	99,922	67,828	76,241	75,340	88,071
Totals	**18,175,604**	**16,807,500**	**16,157,120**	**14,325,445**	**15,079,822**	**14,789,925**	**10,443,456**

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w-Data withheld tc avoid disclosing reports to individual companies. These reports included in totals.

(1) Does not include chemical feedstock use.

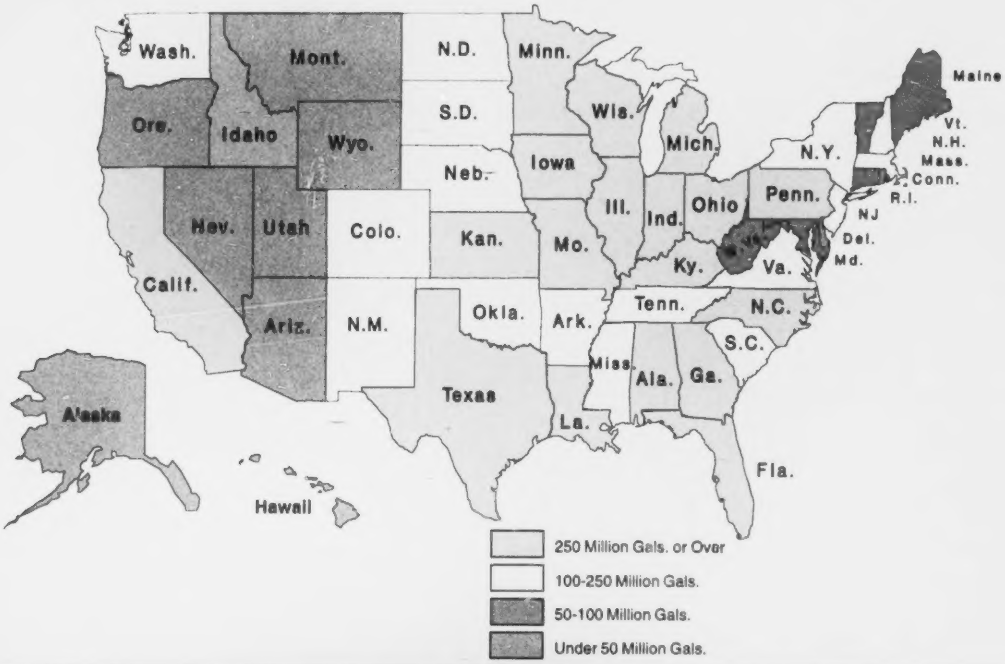
(2) Includes chemical feedstock use - 1984 and succeeding years.

(3) API data on LP-gas refinery inputs is used in determining LP-gas production/sales in preference to the volume reported by EIA - 1984 and succeeding years.

(4) Significant changes from 1985 and earlier LP-gas sales in some states are based on additional information furnished to API by several natural gas liquids pipeline companies.

Souce: NPGA and API.

Where LP Gas Was Used in 1989


Wash.
Mont.
N.D.
Minn.
Maine
Ore.
Idaho
Wyo.
S.D.
Wis.
Mich.
N.Y.
Vt.
N.H.
Mass.
Conn.
R.I.
Iowa
Neb.
Penn.
Ohio
Ind.
Ill.
NJ
Nev.
Utah
Colo.
Kan.
Mo.
Ky.
W.Va.
Va.
Del.
Md.
Calif.
Okla.
Ark.
Tenn.
N.C.
Ariz.
N.M.
S.C.
Miss.
Ala.
Ga.
Texas
La.
Alaska
Hawaii
Fla.
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100-250 Million Gals.
50-100 Million Gals.
Under 50 Million Gals.

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Lube Sales Hold the Line

The National Petroleum Refiners Assn.'s annual lubricants survey shows that sales slipped again in 1990 for the third consecutive year. The margin, however, was so slight that it was hardly noticeable—0.7% in 1990 versus 0.8% the previous year.

There was some good news at that, however, even with the slippage. Preliminary figures last year indicated 1989 would be down 1.6%. The revised figures cut that loss in half.

The NPRA report does not give volumes, only indexes and percentages that are based on the reports of participating companies. To preserve the confidentiality aspects of company sales, the reports are given to an independent auditor who converts them into indexes on an industrywide basis.

The product categories, as defined by NPRA, are these: automotive oil—engine oils, automatic transmission fluids, gear oils and aviation oils; industrial oil—industrial engine oils, metalworking fluids, process oils and general industrial oils; grease—both automotive and industrial greases.

All finished lubricants are included in the NPRA totals. Not included, however, are exports and lube base stocks sold for further blending into finished lubricants.

NPRA stated that the data reflect the sales of the participating companies only. Sales of finished lubricants by other companies (commonly known as independent compound blenders) are not covered.

For its categories, NPRA used 55.5% of the sales for automotive oils, 42.3% for industrial oils and 2.2% for greases.

Quarterly Indexes on Lubricant Sales

	Quarters				
	1	2	3	4	Full Year
1990 (p)	102.9	104.5	114.6	90.7	103.2
1989 (r)	104.2	109.1	103.1	99.1	103.9
1988	102.5	110.5	107.6	98.3	104.7
1987	101.2	108.5	108.6	101.3	104.9
1986	100.4	107.2	104.4	93.7	101.4
1985	99.5	107.7	103.5	95.4	101.5
1984	103.1	108.5	106.2	97.5	103.8

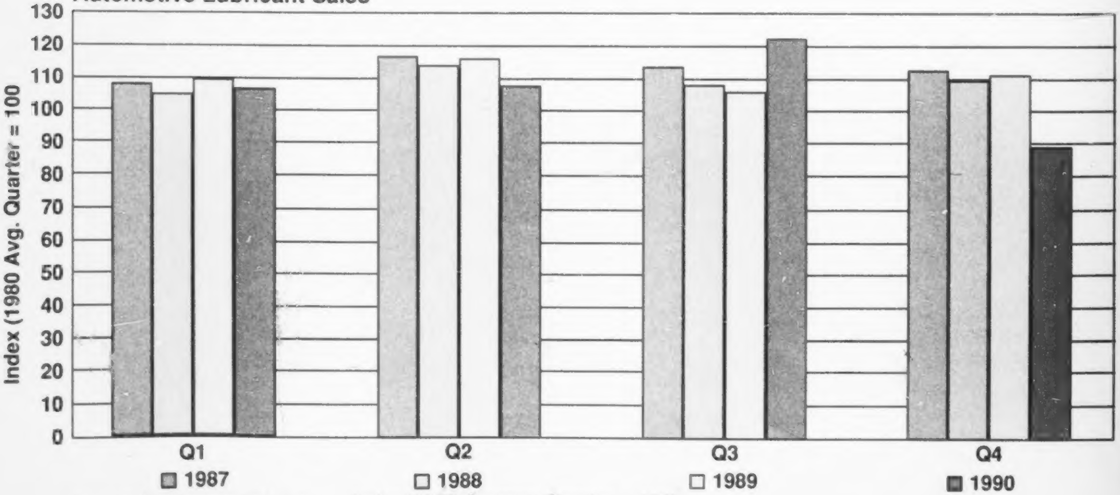
Percentage Changes by Products and Quarters

	Quarters				
	1	2	3	4	Full Year
1990 vs. 1989 (p)					
Automotive	-3.5%	-7.1%	14.9%	-12.5%	-2.0%
Industrial	2.1	0.2	6.0	-2.9	1.4
Grease	-6.2	-5.5	8.5	-8.3	-2.8
Total	**-1.3**	**-4.2**	**11.2**	**-8.5**	**-0.7**
1989 vs. 1988 (r)					
Automotive	5.3%	1.7%	-1.0%	2.6%	2.1%
Industrial	-3.0	-5.1	-7.7	-1.0	-4.3
Grease	-4.6	-11.3	-18.0	-13.3	-12.1
Total	**1.7**	**-1.3**	**-42.0**	**0.8**	**-0.8**
1988 vs. 1987					
Automotive	-3.6%	-1.9%	-5.4%	-3.2%	-3.5%
Industrial	8.6	7.7	5.0	-2.5	4.6
Grease	5.1	6.6	11.3	-2.4	5.1
Total	**1.3**	**1.9**	**-0.9**	**-2.9**	**-0.1**
1987 vs. 1986					
Automotive	6.1%	0.5%	1.8%	6.2%	3.4%
Industrial	-6.0	2.9	8.7	11.4	4.0
Grease	-9.6	-8.0	-13.5	-0.5	-8.0
Total	**0.7**	**1.2**	**4.0**	**8.1**	**3.4**

(p) preliminary for 1990; (r) revised for 1989

N.B. for the index, the average quarter in 1980=100%; the base for quarterly indexes is 1980 full-year sales for the reporting companies divided by four.
Source: National Petroleum Refiners Assn.

Automotive Lubricant Sales



Source: National Petroleum Refiners Assn. Index (1980 Average Quarter = 100)

Lube Sales Rise 4.6% in 1990, EIA Says

Although imports and exports were down slightly, lubricant sales were up 4.6% in 1990, Energy Information Administration's annual report says.

Stocks also were down a whopping 10.5% at year's end, most of them, as usual, being held in refineries vs. bulk terminals. Refinery production last year was up 2.4% over 1989.

Puerto Rico continued to be the principal exporter of lubricants to the U.S., followed by Canada and the People's Republic of China. Puerto Rico supplied 2,557,000 bbl. Canada, 738,000 bbl. and China, 132,000 bbl. Other suppliers were Japan, 31,000 bbl.; Netherlands, 30,000 bbl.; Portugal, 22,000 bbl.; Brazil, 18,000 bbl. and Spain, 12,000 bbl.

Of the 3,540,000 bbl. of imports, PAD No. 1 led the parade with 3,072,000 bbl. PAD 2 had 305,000 bbl. of imports, PAD 3 had 93,000 bbl. and PAD 5, 70,000 bbl. PADs 1 and 3 accounted for the bulk of the U.S. exports. PAD 4 had no import totals at all, EIA said.

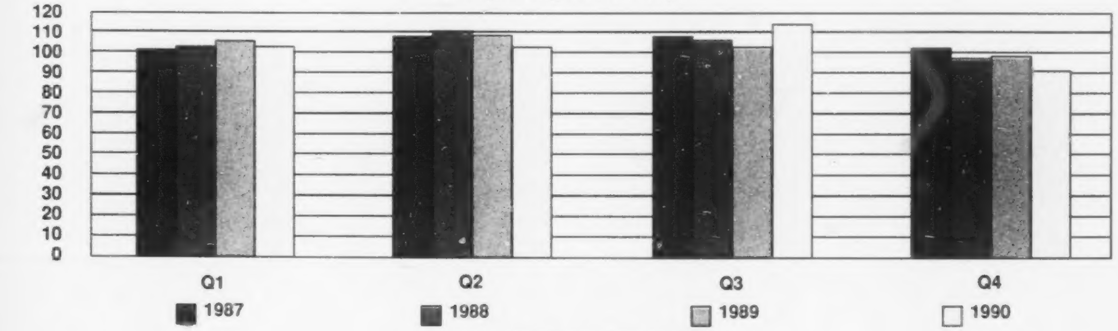
Lubricants—Supply, Disposition and Stocks

(Thousands of bbl.)

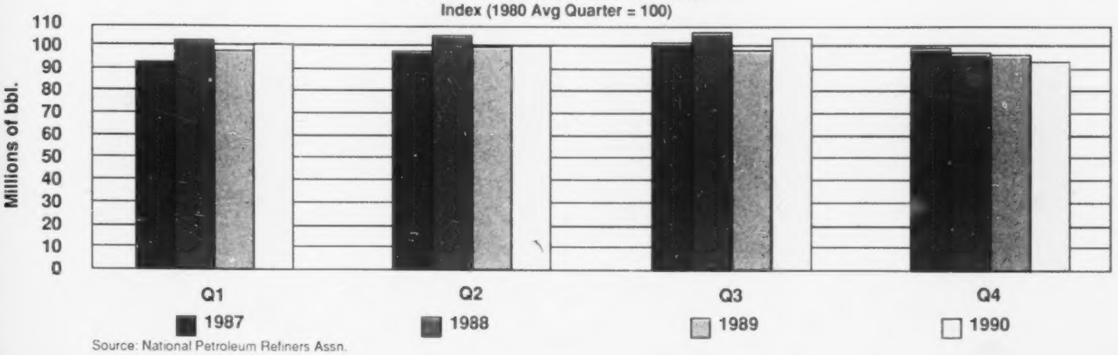
						Ending Stocks		
	Refinery Production	Imports	Stock Changes	Exports	Products Supplied	Refinery	Bulk Term.	Total
1990	61,155	3,540	(1,453)	7,155	58,993	7,840	4,533	12,373
1989	59,738	4,005	528	6,815	56,400	9,183	4,643	13,826
1988	62,478	3,658	19	9,018	57,137	9,475	3,823	13,298
1987	61,639	4,076	1,475	8,613	58,577	9,410	3,907	13,317
1990 Month-by-Month Variations in Supplies								
Jan.	4,848	369	(229)	494	4,952	8,685	4,912	13,597
Feb.	4,645	394	(586)	432	5,193	8,623	4,388	13,011
Mar.	5,025	355	(747)	545	5,582	8,190	4,074	12,264
Apr.	5,183	215	89	896	4,413	7,977	4,376	12,353
May	5,110	104	(97)	562	4,749	7,776	4,480	12,256
June	4,652	202	95	621	4,138	7,438	4,913	12,351
July	5,422	366	701	445	4,642	7,855	5,197	13,052
Aug.	5,374	297	(1,035)	639	6,067	7,272	4,745	12,017
Sept.	5,364	328	(287)	635	5,344	7,257	4,473	11,730
Oct.	4,988	336	(110)	803	5,376	6,409	4,466	10,875
Nov.	5,539	332	1,129	534	4,208	7,184	4,820	12,004
Dec.	5,005	242	369	547	4,331	7,840	4,533	12,373
Total	**61,155**	**3,540**	**(1,453)**	**7,155**	**58,993**	**7,840**	**4,533**	**12,373**

Source: Energy Information Administration, Petroleum Supply Monthlies, Jan. to Dec., Tables 2 and 41, 1990

TOTAL LUBRICANT SALES
Index (1980 Avg Quarter = 100)



TOTAL LUBRICANT SALES
Index (1980 Avg Quarter = 100)



Source: National Petroleum Refiners Assn.

U.S. Lubricant Sales: 1989-1985

	1989	1988 (a)	% Chng. '89-'88	1987	1986	1985
Total U.S. Lubricant Sales (Millions of Gallons)						
Automotive Oil	1,405	1,404	0.1%	1,431	1,379	1,363
Industrial Oil	987	1,011	(2.4)	997	921	921
Total Oils	**2,393**	**2,414**	**(0.9)**	**2,427**	**2,300**	**2,284**
Total Grease	55	53	3.5	56	54	57
Total Lubricants	**2,448**	**2,468**	**—**	**2,483**	**2,354**	**2,341**
Byproduct Sales						
Aromatic Oils:						
Rubber	74	75	(0.9)	72	67	71
Other	13	7	99.2	17	16	20
Total Aromatic	87	81	7.3	89	83	92
Total Wax	**248**	**252**	**(1.8)**	**244**	**224**	**92**
Automotive Oil Sales by Category						
SAE J-183a, Engine Oils:						
Monograded	329	345	(4.9)	363	364	382
Multigraded	801	766	4.6	773	734	700
Total	**1,130**	**1,111**	**—**	**1,136**	**1,097**	**1,082**
Non-SAE J-183a, Engine Oils:						
Aircraft	5	5	2.5	7	8	9
Gasoline-Fueled Two Stroke	12	15	(16.4)	16	15	15
Total	**17**	**20**	**(23.0)**	**23**	**23**	**24**
Transmission/Hydraulic Fluids						
Automatic Trans. Fluids	139	149	(6.2)	150	143	144
Univ. Tractor, Hydr./Trans. 59	59	60	(1.7)	58	55	49
Energy/Shock Ab., Power St. 11	11	12	(8.6)	10	10	10
Other	3	3	7.8	2	2	3
Total	**212**	**223**	**(4.9)**	**220**	**210**	**206**
Gear Oils:						
GL-4 or Less	7	6	(14.0)	5	5	6
GL-5	39	44	(10.8)	46	44	46
Total	**46**	**50**	**(7.9)**	**51**	**49**	**52**
Industrial Lubricant Sales						
General Industrial Oils:						
Hydraulic Oils	197	206	(4.2)	211	199	202
Fire-Resistant Fluids	14	14	—	15	13	12
Gear Oils	38	38	0.3	39	35	37
All Others	30	37	(19.0)	43	35	33
Total	**360**	**374**	**(3.7)**	**389**	**357**	**367**
Industrial Engine Oils:						
Railroad Diesel	42	49	(15.5)	49	51	55
Marine	56	55	3.3	48	47	43
Natural Gas	43	43	0.1	40	39	42
Total	**141**	**146**	**(3.7)**	**137**	**137**	**139**
Metalworking Oils	72	74	(3.4)	83	76	89
Process Oils	414	416	(0.5)	387	352	327

(a) Data revised according to revisions submitted by respondents.

Source: National Petroleum Refiners Assn. 1989 Report on U.S. Lubricating Oil Sales. Survey data compiled by Ernst & Young, Washington, D.C.

Gasoline Consumption by States—1990

(Includes highway and off-highway consumption)
(Add 000 gal.)

	Rank		Gallonage (a)			Gasohol Included	
	1990	1989	1990	1989	% Chng.	1990	1989 (b)
Alabama	20	19	2,122,444	2,122,111	—	197,856	195,725
Alaska	50	50	274,133	239,017	14.7%	—	12
Arizona	25	25	1,678,470	1,744,554	(3.8)	—	—
Arkansas	32	32	1,264,427	1,274,999	(0.8)	—	—
California	1	1	13,304,359	13,338,831	(0.3)	479,716	369,185
Colorado	27	26	1,547,281	1,535,449	0.8	97,263	70,522
Connecticut	28	28	1,445,681	1,386,722	4.3	—	—
Delaware	47	47	346,981	349,255	(0.7)	—	—
Dist. of Col.	-	-	175,799	182,674	(3.8)	—	333
Florida	3	3	6,212,149	6,138,092	1.2	87,396	77,657
Georgia	9	9	3,571,616	3,573,874	—	88,672	30,265
Hawaii	44	44	388,769	392,495	(0.9)	—	—
Idaho	41	41	491,663	489,747	0.4	69,374	64,830
Illinois	6	5	5,224,728	4,993,663	4.6	1,269,126	1,278,517
Indiana	14	14	2,696,329	2,675,098	0.8	—	610,320
Iowa	29	29	1,376,510	1,409,951	(2.4)	374,897	385,991
Kansas	33	31	1,251,101	1,294,231	(3.3)	73,971	98,844
Kentucky	23	23	1,850,610	1,861,889	(0.6)	355,987	403,859
Louisiana	22	22	2,024,455	2,043,286	(0.9)	38,760	52,698
Maine	39	38	611,394	627,639	(2.6)	—	—
Maryland	18	19	2,156,151	2,157,848	—	—	—
Massachusetts	16	16	2,433,953	2,520,043	(3.4)	—	—
Michigan	8	8	4,371,053	4,376,926	—	510,447	402,714
Minnesota	21	20	2,077,581	2,102,362	(1.2)	244,336	170,499
Mississippi	31	33	1,265,062	1,258,286	0.5	—	—
Missouri	13	13	2,752,483	2,758,383	(0.2)	245,436	157,056
Montana	42	42	441,349	444,019	(0.6)	314	80
Nebraska	36	37	795,515	801,115	(0.7)	300,632	271,082
Nevada	38	39	651,818	633,297	2.9	49,167	37,342
New Hampshire	40	40	510,137	527,053	(3.2)	—	—
New Jersey	11	11	3,247,006	3,531,163	(8.0)	—	—
New Mexico	35	36	811,429	820,566	(1.1)	156,935	171,297
New York	4	4	6,112,254	5,769,796	5.9	—	—
North Carolina	10	10	3,337,499	3,369,498	(0.9)	—	—
North Dakota	46	46	352,200	361,259	(2.5)	35,821	37,966
Ohio	5	5	5,765,788	5,024,784	14.7	1,038,423	929,379
Oklahoma	24	25	1,712,492	1,678,029	2.1	—	—
Oregon	30	30	1,366,546	1,366,267	—	—	—
Pennsylvania	7	7	4,733,852	4,710,022	0.5	—	—
Rhode Island	45	43	381,057	384,987	(1.0)	—	—
South Carolina	26	26	1,617,864	1,829,113	(11.5)	70,525	82,454
South Dakota	43	44	393,896	398,125	(1.1)	60,000	56,524
Tennessee	15	15	2,613,637	2,632,750	(0.7)	246,713	373,391
Texas	2	2	8,859,492	8,749,439	1.3	247,384	216,607
Utah	37	35	724,524	751,078	(3.5)	485	472
Vermont	49	49	290,641	283,993	2.3	—	—
Virginia	12	12	3,027,842	3,024,734	—	161,202	251,793
Washington	17	17	2,311,131	2,316,135	(0.2)	86,847	64,169
West Virginia	34	34	835,290	836,891	(0.2)	—	—
Wisconsin	19	18	2,123,146	2,122,168	—	80,628	47,620
Wyoming	48	48	262,113	325,692	(19.5)	5,799	2,668
Total U.S.	—	—	**116,498,878**	**115,557,638**	**0.8%**	**6,774,093**	**6,911,871**

(a) These totals reflect the gross gallonage of gasoline reported for tax purposes by wholesale distributors in each state. The data are taken from state tax reports. The data include highway and non highway use and losses;

(b) These totals show gross gal. of gasohol (ethanol blends) reported by the states. In states where gasohol is taxed at the same rate as gasoline, some gasohol may be commingled with gasoline data. All 1990 totals—gasoline and gasohol—are preliminary 1989 totals are official updates.

Source: Federal Highway Administration, Monthly Gasoline Reports—1990.

Gasoline Consumption by Months — 1989

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	160,780	158,657	162,351	199,546	186,328	182,508	179,530	189,927	168,026	180,089	173,209	181,160	2,122,111
Alaska	15,332	15,218	19,401	17,208	18,788	28,588	23,978	30,617	19,881	17,306	12,597	20,103	239,017
Arizona	137,680	151,506	131,134	141,403	168,229	149,903	139,702	139,813	133,695	161,874	147,387	142,328	1,744,654
Arkansas	26,575	161,461	90,121	86,151	138,995	111,534	117,567	110,762	105,719	101,272	93,716	131,126	1,274,999
California	1,100,832	985,208	1,099,017	1,077,273	1,062,145	1,374,485	1,120,700	1,164,058	1,043,906	1,107,661	1,086,330	1,117,216	13,338,831
Colorado	115,521	113,007	129,112	126,069	126,165	137,673	140,835	146,872	127,097	129,520	104,684	138,904	1,535,459
Connecticut	110,051	103,760	117,471	111,530	120,618	119,400	115,273	118,504	113,390	117,160	114,395	125,170	1,386,722
Delaware	25,398	25,143	28,408	28,062	49,217	12,901	31,966	26,091	32,993	31,629	26,285	31,162	349,255
Dist. of Col.	14,231	14,368	15,793	14,942	16,708	16,206	15,408	14,892	14,476	15,944	14,796	14,909	182,673
Florida	524,060	508,553	491,680	572,743	530,893	518,467	501,647	499,300	520,171	447,460	533,775	489,143	6,138,092
Georgia	270,090	279,645	313,033	293,620	310,802	301,717	299,380	314,728	285,619	303,803	290,648	310,789	3,573,874
Hawaii	35,297	27,671	34,085	31,088	31,670	36,206	33,528	33,883	31,521	32,302	32,025	33,219	392,495
Idaho	38,747	33,624	36,231	27,216	42,124	41,967	34,152	50,000	47,235	50,696	44,523	43,232	489,747
Illinois	393,639	357,693	400,263	410,135	407,322	431,104	430,436	497,830	391,161	438,383	390,400	445,297	4,993,663
Indiana	201,357	195,907	228,632	213,548	232,821	232,821	233,100	223,142	220,643	232,552	224,802	235,773	2,675,098
Iowa	116,237	97,349	115,238	114,980	121,703	124,632	115,509	127,813	111,134	127,619	110,433	127,304	1,409,951
Kansas	98,875	94,559	115,473	102,848	111,362	116,347	107,373	115,124	103,687	108,709	106,683	113,191	1,294,231
Kentucky	114,420	172,312	142,670	163,121	160,830	150,806	168,761	165,785	152,676	155,683	154,483	160,342	1,861,889
Louisiana	169,381	155,639	184,172	174,295	169,136	171,347	172,822	188,488	142,155	181,189	161,437	173,225	2,043,286
Maine	46,938	45,123	42,453	51,884	47,609	59,032	55,853	73,639	52,084	49,544	56,277	47,203	627,639
Maryland	169,454	158,027	201,871	170,731	190,682	190,874	185,275	183,000	166,216	180,425	182,990	178,303	2,157,848
Massachusetts	195,889	184,036	209,935	198,362	217,791	219,235	216,015	224,880	208,203	224,521	197,659	223,517	2,520,043
Michigan	331,065	326,302	361,186	335,395	383,291	384,942	390,816	422,203	344,657	381,711	366,648	348,710	4,376,926
Minnesota	133,603	176,467	167,505	158,936	183,327	186,090	187,002	168,125	192,954	192,243	139,839	216,271	2,102,362
Mississippi	109,671	81,047	121,659	94,146	103,607	114,730	105,403	114,944	96,779	104,883	91,717	119,700	1,258,286
Missouri	208,272	198,832	226,492	233,040	240,546	243,377	234,357	244,310	224,427	237,319	223,913	243,498	2,758,383
Montana	29,891	26,528	35,256	32,943	37,506	43,992	45,169	47,392	39,909	37,127	34,535	33,771	444,019
Nebraska	57,086	57,933	68,864	62,495	67,742	80,510	62,105	74,059	65,061	69,245	65,743	70,272	801,115
Nevada	49,877	48,748	45,072	53,200	50,970	54,302	54,778	57,349	58,603	54,837	54,576	51,155	633,467
New Hampshire	41,161	38,778	43,064	39,604	44,405	45,529	48,128	49,695	42,711	45,889	41,743	46,346	527,053
New Jersey	320,671	261,715	264,926	326,351	240,483	347,106	321,867	299,892	236,199	286,016	284,547	341,390	3,531,163
New Mexico	43,920	82,008	67,445	69,136	69,898	72,098	72,493	68,504	68,504	70,565	67,008	68,987	820,566
New York	488,200	482,407	501,578	389,750	514,141	447,599	518,960	591,935	446,497	490,386	430,168	468,177	5,769,798
North Carolina	255,379	245,479	285,452	274,555	297,440	295,315	289,151	301,798	273,313	291,458	267,736	292,422	3,369,498
North Dakota	17,396	30,719	25,160	31,191	31,913	34,158	33,839	37,039	31,234	30,088	27,398	31,124	361,259
Ohio	401,543	361,464	407,962	399,477	425,000	436,370	491,517	445,572	403,751	395,489	429,059	427,560	5,024,784
Oklahoma	102,726	138,888	134,883	130,054	139,013	136,477	152,336	153,570	146,665	142,595	138,189	163,135	1,678,531
Oregon	62,733	123,547	101,874	117,460	117,249	83,137	163,238	131,150	118,081	100,073	129,224	118,501	1,366,267
Pennsylvania	354,624	340,533	391,586	382,857	406,636	405,442	403,975	422,322	394,054	408,414	391,170	406,409	4,710,022
Rhode Island	30,407	30,407	30,407	33,480	33,480	33,480	31,401	31,401	31,401	33,041	33,041	33,041	384,987
South Carolina	127,232	140,350	158,998	150,581	157,516	157,944	162,221	164,455	144,627	155,390	143,758	.66,063	1,829,135
South Dakota	26,643	25,682	32,506	29,498	34,158	38,955	38,793	40,249	32,870	33,602	31,588	33,571	398,115
Tennessee	212,552	209,044	216,785	221,225	233,012	204,303	238,889	219,192	214,825	218,962	207,486	236,475	2,632,750
Texas	661,835	627,327	764,738	706,096	748,291	739,447	728,216	790,504	724,047	749,583	737,617	771,738	8,749,439
Utah	72,394	63,264	58,945	59,388	62,178	65,738	66,785	68,172	53,042	62,565	59,008	59,541	751,020
Vermont	23,100	21,819	23,274	20,284	24,016	24,760	26,142	27,576	20,372	25,334	23,047	24,269	283,993
Virginia	246,485	202,277	250,993	259,247	259,798	276,876	240,408	297,008	241,995	276,547	242,131	248,969	3,042,734
Washington	164,692	162,722	216,180	187,194	194,880	196,918	219,326	212,791	197,728	189,541	184,279	189,884	2,316,135
West Virginia	66,972	60,244	67,172	74,862	61,742	79,385	76,988	70,418	65,712	76,802	53,410	83,186	836,893
Wisconsin	156,234	157,231	173,518	156,379	184,486	185,409	189,702	200,579	172,636	183,287	173,975	188,832	2,122,268
Wyoming	20,798	18,977	23,255	21,870	24,823	33,532	26,162	31,196	33,812	37,276	29,314	24,903	325,918
U.S. Total	**8,897,946**	**8,779,225**	**9,575,279**	**9,377,449**	**9,833,485**	**10,175,847**	**10,059,177**	**10,422,548**	**9,308,154**	**9,775,609**	**9,361,401**	**9,992,516**	**115,558,483**

This table, based on Federal Highway Administration data, shows gross gallons of gasoline reported by wholesale distributors in each state. The data are taken from state taxation reports and may reflect time lags up to six weeks between the wholesale level and retail sales. The data include highway use, non-highway use, and losses.

Source: Federal Highway Administration, Monthly Gasoline Reports, 1989

Gasoline Consumption by Months — 1990

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	165,939	154,414	186,531	177,038	189,481	183,308	186,464	191,705	161,861	177,862	173,545	172,296	2,120,444
Alaska	14,609	13,819	15,285	15,179	51,944	26,920	28,974	26,228	23,926	20,266	18,780	18,203	274,133
Arizona	137,580	145,211	138,086	145,949	132,623	148,067	140,193	129,330	129,330	152,291	144,595	135,215	1,678,470
Arkansas	51,895	131,098	73,960	86,332	162,742	111,956	121,709	101,096	115,784	100,401	48,154	159,300	1,264,427
California	1,077,869	1,028,542	1,159,457	1,119,390	1,138,520	1,150,262	1,168,326	1,159,701	1,062,314	1,105,746	1,068,403	1,065,829	13,304,359
Colorado	115,747	111,469	127,866	126,178	141,839	137,855	138,313	153,265	124,429	133,247	116,404	120,649	1,547,261
Connecticut*	114,814	109,961	125,142	111,540	126,939	126,665	123,042	132,512	114,242	120,320	120,031	120,473	1,445,681
Delaware	25,733	25,323	28,707	29,136	50,027	11,492	31,992	33,371	27,627	28,956	27,572	27,090	346,981
Dist. of Col.*	15,152	13,309	15,607	14,764	14,604	14,436	14,833	15,137	14,007	14,650	14,650	14,650	175,799
Florida*	535,235	518,116	505,269	574,248	525,085	520,778	500,919	509,899	522,195	465,047	517,679	517,679	6,212,149
Georgia	273,834	280,655	312,408	275,671	330,619	307,471	306,617	317,506	278,013	299,760	294,924	294,138	3,571,616
Hawaii	31,198	31,090	32,407	33,282	33,420	33,566	34,887	33,811	32,390	32,637	31,546	28,535	388,769
Idaho	38,274	35,733	33,357	33,269	41,609	37,407	40,713	45,978	46,429	56,150	42,606	40,138	491,663
Illinois*	409,201	409.416	465,787	482,231	411,797	391,679	395,509	434,173	456,624	478,223	454,694	435,394	5,224,728
Indiana*	202,733	191,599	227,402	220,464	233,439	236,753	240,634	246,153	215,356	235,317	221,785	224,694	2,696,329
Iowa	100,960	94,480	106,404	120,707	123,052	108,290	143,584	124,989	95,928	142,902	95,548	119,666	1,376,510
Kansas	92,720	90,136	108,119	101,969	112,759	116,348	112,077	114,449	96,113	104,344	100,321	101,746	1,251,101
Kentucky	116,598	153,417	143,115	168,375	170,541	161,217	156,200	174,641	146,076	157,958	148,210	154,262	1,850,610
Louisiana	148,827	144,675	172,589	165,975	179,173	169,984	179,806	192,053	162,263	169,473	161,399	178,238	2,024,455
Maine	51,560	37,905	54,199	42,473	52,990	54,431	60,256	60,884	50,859	52,286	42,695	50,856	611,394
Maryland*	166,833	160,287	195,288	183,220	183,323	176,385	190,243	189,391	171,300	183,326	177,876	179,679	2,156,151
Massachusetts	192,408	180,927	208,209	196,130	212,614	214,062	191,813	241,377	193,879	204,467	199,116	198,951	2,433,953
Michigan	344,302	314,697	356,277	352,822	390,339	387,353	391,303	412,546	337,977	372,412	363,925	347,100	4,371,053
Minnesota	144,789	154,652	162,929	164,450	188,586	182,768	196,846	177,129	194,750	180,346	165,939	164,397	2,077,581
Mississippi	94,797	92,005	115,570	99,310	118,895	107,365	108,238	115,830	94,174	106,075	106,249	104,554	1,265,062
Missouri	208,807	198,740	230,116	218,391	252,839	245,629	249,075	250,767	220,082	235,178	228,088	214,773	2,752,483
Montana*	28,291	28,812	34,481	33,913	38,926	43,122	49,909	36,779	36,779	36,779	36,779	36,779	441,349
Nebraska	55,395	55,079	67,979	62,561	70,617	70,501	75,505	74,732	63,437	67,221	64,291	68,197	795,515
Nevada	51,415	50,358	46,995	54,317	52,845	50,733	61,948	58,064	62,802	53,205	53,384	55,752	651,818
New Hampshire	39,937	38,289	40,861	39,436	42,612	43,819	47,177	50,800	41,555	43,637	40,969	41,045	510,137
New Jersey*	302,511	228,736	328,179	284,872	239,093	375,686	309,278	247,482	291,073	348,928	295,584	295,584	3,247,006
New Mexico	64,960	61,351	52,175	79,562	73,298	74,773	73,021	73,841	66,990	66,520	66,798	58,140	811,429
New York*	416,589	493,195	598,764	445,437	532,657	510,463	490,484	591,929	509,934	509,934	509,934	509,934	6,112,254
North Carolina	262,367	246,437	277,782	288,658	292,941	290,722	296,609	307,581	260,703	279,940	268,306	265,453	3,337,499
North Dakota	19,329	27,425	23,665	32,824	29,421	33,532	36,277	38,267	29,783	29,500	28,294	23,883	352,200
Ohio*	460,353	412,098	487,063	492,083	516,493	517,808	508,673	539,737	468,174	499,189	383,635	480,482	5,765,788
Oklahoma	111,163	153,225	144,039	139,945	148,103	159,462	146,128	159,863	134,289	133,199	143,742	139,334	1,712,492
Oregon	61,604	126,720	90,311	136,149	119,973	103,397	129,325	146,157	125,192	115,784	88,293	123,641	1,366,546
Pennsylvania*	357,132	345,955	399,590	384,101	415,749	411,489	409,257	429,245	381,578	404,551	400,717	394,488	4,733,852
Rhode Island*	30,519	30,519	30,519	32,143	32,143	32.143	32,602	32,602	32,602	31,755	31,755	31,755	381,057
South Carolina*	71,096	160,712	125,946	178,544	137,573	135,151	134,837	134,837	134,837	134,837	134,837	134,837	1,617,864
South Dakota	24,740	25,327	31,673	29,080	34,883	37,487	42,168	42,585	32,606	32,098	31,258	29,991	393,896
Tennessee	198,980	184,285	208,243	241,257	232,365	211,570	243,649	217,877	224,550	224,501	202,317	224,043	2,613,637
Texas	714,521	677,604	776,979	741,879	781,363	789,124	769,824	781,771	694,567	720,121	704,669	707,070	8,859,492
Utah	56,789	53,502	59,801	58,438	66,057	65,751	65,328	71,697	60,361	61.132	55,636	60,032	724,524
Vermont	20,181	27,330	22,955	20,836	24,221	24,976	27,147	28,852	23,325	25,770	22,994	22,054	290,641
Virginia	239,963	213,565	254,201	270,852	235,290	302,746	265,177	273,380	227,481	264,404	257,535	223,248	3,027,842
Washington	175,316	160,411	202,533	185,078	202,188	200,590	214,681	220,004	193,794	195,956	185,935	174,645	2,311,131
West Virginia*	67,082	61,275	74,798	73,300	65,427	76,811	80,280	69,914	77,823	63,746	55,234	69,608	835,290
Wisconsin*	156,315	152,195	168,127	166,178	187,701	187,206	200,411	206,212	171,249	172,991	177,632	176,929	2,123,146
Wyoming*	23,464	17,716	21,037	19,320	25,641	21,597	24,123	21,843	21,843	21,843	21,843	21,843	262,113
U.S. Total	8,882,426	8,853,797	9,868,782	9,749,256	10,167,379	10,132,106	10,181,384	9,360,972	9,455,245	9,869,181	9,347,078	9,547,242	116,498,678

This table, based on Federal Highway Administration data, shows gross gallons of gasoline reported by wholesale distributors in each state. The data are taken from state taxation reports. The data include highway use, non-highway use and losses. As many as 16 states were up to six months late with their reports, so estimates by NPN are included for the states marked with an asterisk.

Source: Federal Highway Administration, Monthly Gasoline Reports 1990, and estimates by NPN for 16 states which were late reporters.

Gasoline Octanes — U.S. Service Stations

		Leaded Regular (a)			Unleaded Regular (b)			Unleaded Premium (c)		
Year	**Season**	**Rsh.**	**Mtr.**	**(R+M)*/2**	**Rsh.**	**Mtr.**	**(R+M)*/2**	**Rsh.**	**Mtr.**	**(R+M)*/2**
1990	Summer	93.1	84.0	88.6	92.0	82.8	87.4	97.4	87.6	92.5
1989-90	Winter	93.5	83.9	88.7	91.7	82.6	87.2	97.3	87.4	82.4
1989	Summer	93.3	83.8	88.6	91.9	82.5	87.2	97.4	87.2	92.3
1988-89	Winter	93.1	83.7	88.4	91.6	82.6	87.2	97.0	87.2	92.1
1988	Summer	93.3	83.7	88.5	92.2	82.7	87.5	97.0	86.8	91.9
1987-88	Winter	93.1	84.2	88.7	91.9	82.9	87.4	96.7	87.0	91.9
1987	Summer	93.3	84.0	88.7	92.0	82.7	87.4	96.8	86.8	91.8
1986-87	Winter	93.1	84.2	88.7	91.7	82.7	87.2	96.7	86.9	91.8
1986	Summer	93.3	84.3	88.8	92.0	82.7	87.3	96.7	86.7	91.7
1985-86	Winter	93.0	84.5	88.8	91.8	82.8	87.3	96.8	86.9	91.8
1985	Summer	92.8	84.8	88.8	91.9	82.8	87.4	96.5	86.8	91.7
1984-85	Winter	92.8	85.2	89.1	91.8	82.9	87.4	96.4	86.8	91.6
1984	Summer	92.9	85.0	89.0	91.6	82.9	87.3	96.5	86.9	91.7
1983-84	Winter	92.7	84.9	88.8	91.7	82.9	87.3	96.1	86.6	91.3
1983	Summer	93.1	84.9	89.0	92.0	82.9	87.5	96.4	86.5	91.4
1982-83	Winter	92.9	85.2	89.1	91.7	82.9	87.3	96.3	86.7	91.5
1982	Summer	93.0	85.0	89.0	91.9	82.8	87.3	96.8	86.6	91.7
1981-82	Winter	92.7	81.1	88.9	91.8	82.9	87.4	96.6	85.8	91.7
1981	Summer	92.8	85.1	89.0	91.9	83.0	87.4	96.3	86.2	91.3

(a) Below 93 octane;
(b) Below 90 octane;
(c) 90 octane and above.
* Antiknock index.

Source: Motor Gasolines, Summer 1990, National Institute for Petroleum and Energy Research, Bartlesville, Oklahoma, published February 1991.

Regional Octane Averages — Summer 1990 (a)

	Leaded Regular (b)			Unleaded Regular (c)			Unleaded Premium (d)			Alcohol-Blended Premium (e)		
Region	**Rsh.**	**Mtr.**	**(R+M)*/2**	**Rsh.**	**Mtr.**	**(R+M)*/2**	**Rsh.**	**Mtr.**	**(R+M)*/2**	**Rsh.**	**Mtr.**	**(R+M)*/2**
Northeast	92.1	82.5	87.3	94.3	84.2	89.3	97.9	87.5	92.7	—	—	—
Mid-Atlantic Coast	92.2	82.5	87.4	94.2	84.5	89.4	97.9	87.7	92.8	—	—	—
Southeast	92.0	82.7	87.4	94.2	84.5	89.3	97.6	87.8	92.7	96.4	85.8	91.1
Florida	91.9	82.7	87.3	94.1	84.5	89.3	97.9	88.0	93.0	—	—	—
North Central	91.9	82.7	87.3	93.6	84.5	89.1	97.0	88.1	92.6	97.4	87.5	92.5
Ohio Valley	91.9	82.8	87.4	93.8	84.7	89.3	97.3	87.8	92.6	97.0	86.8	91.9
Central and Upper Plains	91.6	82.8	87.2	93.6	84.7	89.2	96.5	87.5	92.0	95.8	85.7	90.7
Oklahoma and East Texas	92.1	82.7	87.4	94.1	84.4	89.3	97.3	87.6	92.5	97.8	87.3	82.6
West Southwest	92.0	83.0	87.5	94.1	84.7	89.4	97.5	87.2	92.4	96.8	86.6	91.7
Pacific Northwest	91.9	82.9	87.4	94.0	83.8	89.0	97.2	87.5	92.4	—	—	—
North California and and North Nevada	92.0	82.9	87.5	93.9	83.8	88.9	97.1	87.1	92.1	—	—	—
South California	91.0	82.9	87.4	94.0	84.1	89.0	97.6	87.2	92.4	98.2	87.2	92.7
Average	**92.0**	**82.8**	**87.4**	**94.0**	**88.4**	**89.2**	**97.4**	**87.6**	**92.5**	**97.1**	**86.7**	**91.9**

(a) Leaded octane data were dropped in 1989 and a new set of figures dealing with unleaded midgrade gasoline were added;
(b) Below 88 octane;
(c) 88.0 to 89.9 octane;
(d) 90 octane and above;
(e) 90 octane and above, blended.
NB: Regions were reduced from 17 to 12 by The API Products Committee in 1989.

Source: Motor Gasolines, Summer 1990, National Institute for Petroleum and Energy Research, Bartlesville, Oklahoma, published February 1991.

Leaded Gasoline: Not Long for This World

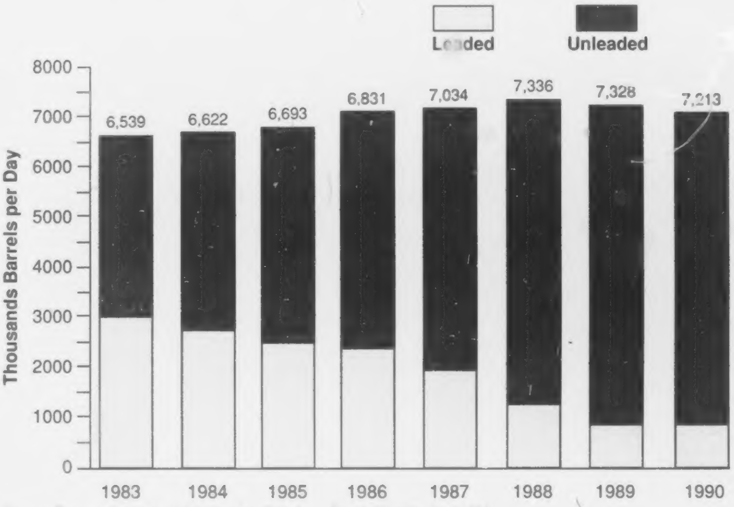
Leaded gasoline is hurtling into oblivion more rapidly than had been anticipated. At the end of 1990, its "holding" on the motor fuel marketplace declined to 5.4% and in the early months of this year it had decreased further to less than 5%. It is believed that within the next year or two it will have disappeared from virtually all conventional service stations where it once dominated everything in sight.

Although distribution and sales of unleaded gasolines averaged 7,213,000 b/d in 1990, they fell below the 1989 high of 7,328,000 b/d. The all-time high was 7,336,000 b/d in 1988. The peak summer month for unleaded consumption was June 1989, when motorists bought an average of 7,780,000 b/d. Last summer, the peak month was August—7,771,000 b/d.

Unleaded gasoline became a way of life for motorists in 1978 when the federal government prescribed it as a means of minimizing noxious leaded gasoline fumes in the atmosphere. In the early days it was lucky to get as many as one out of every four gallons sold. By 1981, however, unleaded volumes were two-to-one over leaded. At the beginning of this decade, the gap had widened to close to the breaking point. In 1990, six out of every seven gallons of gasoline distributed to motorists were unleaded fuels.

A new era is dawning, however. Reformulated fuels, alcohol fuels, natural gas, and liquefied petroleum gases are being stressed as the way to go to cope with environmental problems.

Unleaded vs. Leaded Motor Gasoline, 1982-1990



Source: Energy Information Administration, Petroleum Supply Monthly, April 1991

Gasoline Consumption by Rank—1990

State	Rank 1990	Rank 1989	Gallonage (Add 000) 1990 (a)
California	1	1	13,304,359
Texas	2	2	8,859,492
Florida	3	3	6,212,149
New York	4	4	6,122,254
Ohio	5	5	5,765,588
Illinois	6	6	5,224,728
Pennsylvania	7	7	4,733,852
Michigan	8	8	4,371,053
Georgia	9	10	3,571,616
North Carolina	10	11	3,337,499
New Jersey	11	9	3,247,006
Virginia	12	12	3,027,842
Missouri	13	13	2,752,483
Indiana	14	14	2,696,329
Tennessee	15	15	2,613,637
Massachusetts	16	16	2,433,953
Washington	17	17	2,311,131
Maryland	18	18	2,156,151
Wisconsin	19	19	2,123,146
Alabama	20	20	2,122,444
Minnesota	21	21	2,077,581
Louisiana	22	22	2,024,455
Kentucky	23	23	1,850,610
Oklahoma	24	26	1,712,492
Arizona	25	25	1,678,470
South Carolina	26	24	1,617,864
Colorado	27	27	1,547,281
Connecticut	28	28	1,455,681
Iowa	29	29	1,367,510
Oregon	30	30	1,366,546
Mississippi	31	33	1,265,062
Arkansas	32	32	1,264,427
Kansas	33	31	1,251,101
West Virginia	34	34	835,290
New Mexico	35	36	811,429
Nebraska	36	37	795,515
Utah	37	35	724,524
Nevada	38	39	651,818
Maine	39	38	611,394
New Hampshire	40	40	510,137
Idaho	41	41	491,663
Montana	42	42	441,349
South Dakota	43	44	393,896
Hawaii	44	43	388,769
Rhode Island	45	45	381,057
North Dakota	46	46	352,200
Delaware	47	47	346,981
Vermont	48	49	290,641
Wyoming	49	48	262,113
Alaska	50	50	274,133
Dist. of Col.	-	-	175,799

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a) Preliminary with some estimates by NPN for 16 late reporting states.
Source: Federal Highway Administration, Monthly Gasoline Reports 1990.

Gasohol Consumption by States — 1989

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	29,892	27,949	14,590	16,629	13,945	11,532	12,237	13,149	12,538	14,996	13,996	14,272	195,725
Alaska	—	9	3	—	—	—	—	—	—	—	—	—	12
Arizona	—	—	—	—	—	—	—	—	—	—	—	—	—
Arkansas	—	—	—	—	—	—	—	—	—	—	—	—	—
California	37,316	30,512	33,507	28,644	30,799	27,268	31,649	31,985	32,335	31,484	25,896	27,790	369,185
Colorado	5,024	5,613	6,338	4,695	5,377	4,613	4,106	5,763	3,135	14,699	1,822	9,337	70,522
Connecticut	—	—	—	—	—	—	—	—	—	—	—	—	—
Delaware	—	—	—	—	—	—	—	—	—	—	—	—	—
Dist. of Col.	17	30	32	30	33	38	40	22	—	45	32	14	333
Florida	7,485	6,799	6,592	8,359	7,226	7,022	6,431	5,928	5,816	5,242	5,503	5,254	77,657
Georgia	1,751	1,854	2,257	2,642	2,114	2,008	2,278	2,952	2,586	2,954	3,098	3,771	30,265
Hawaii	—	—	—	—	—	—	—	—	—	—	—	—	—
Idaho	4,069	5,561	5,263	3,520	6,377	2,275	3,841	8,424	6,814	6,084	6,288	6,314	64,830
Illinois	102,262	95,096	110,069	103,186	113,755	104,282	108,231	108,372	102,562	108,729	106,750	115,223	1,278,517
Indiana	48,575	48,575	48,575	55,246	55,246	55,246	48,310	48,310	48,310	51,309	51,309	51,309	610,320
Iowa	36,460	27,468	31,942	31,831	33,302	31,726	32,826	33,028	29,085	31,985	30,408	35,930	385,991
Kansas	11,507	10,714	9,889	8,965	8,462	7,584	7,044	7,232	6,567	6,634	6,657	7,589	98,844
Kentucky	38,067	36,893	42,228	39,063	32,479	28,526	33,485	31,966	33,016	32,067	31,944	24,125	403,859
Louisiana	3,303	4,252	3,506	4,192	4,034	10,525	3,245	3,384	3,787	2,870	5,633	3,967	52,698
Maine	—	—	—	—	—	—	—	—	—	—	—	—	—
Maryland	—	—	—	—	—	—	—	—	—	—	—	—	—
Massachusetts	—	—	—	—	—	—	—	—	—	—	—	—	—
Michigan	35,340	33,868	39,969	35,466	39,824	26,921	33,209	34,545	29,916	31,288	31,766	30,602	402,714
Minnesota	10,456	14,706	13,731	13,394	14,909	14,340	14,504	14,369	12,766	15,340	13,809	18,175	170,499
Mississippi	—	—	—	—	—	—	—	—	—	—	—	—	—
Missouri	13,088	13,088	13,088	13,088	13,088	13,088	13,088	13,088	13,088	13,088	13,088	13,088	157,056
Montana	2	—	3	16	4	17	5	1	5	9	3	15	80
Nebraska	19,720	20,230	23,387	20,465	22,971	24,628	21,939	24,133	22,174	22,734	23,763	24,938	271,062
Nevada	3,932	3,499	3,375	3,184	2,966	2,897	2,511	2,632	2,443	2,495	2,559	4,849	37,342
New Hampshire	—	—	—	—	—	—	—	—	—	—	—	—	—
New Jersey	—	—	—	—	—	—	—	—	—	—	—	—	—
New Mexico	7,871	20,580	15,242	14,475	13,669	11,921	12,699	12,134	12,134	13,563	16,175	20,834	171,297
New York	—	—	—	—	—	—	—	—	—	—	—	—	—
North Carolina	—	—	—	—	—	—	—	—	—	—	—	—	—
North Dakota	2,221	4,024	3,219	3,156	3,277	3,727	3,153	3,146	2,860	3,156	2,804	3,223	37,966
Ohio	73,350	68,756	74,637	78,398	80,773	79,020	77,120	78,894	77,742	77,451	82,825	80,413	929,379
Oklahoma	—	—	—	—	—	—	—	—	—	—	—	—	—
Oregon	—	—	—	—	—	—	—	—	—	—	—	—	—
Pennsylvania	—	—	—	—	—	—	—	—	—	—	—	—	—
Rhode Island	—	—	—	—	—	—	—	—	—	—	—	—	—
South Carolina	5,093	5,187	6,489	6,153	6,124	5,277	6,643	8,131	7,569	8,861	8,030	8,897	82,454
South Dakota	4,102	4,236	5,056	4,535	5,038	5,308	5,160	5,258	4,475	4,311	4,218	4,817	56,524
Tennessee	34,016	46,652	50,299	57,613	45,207	34,912	24,440	23,474	22,310	9,998	11,361	13,109	373,391
Texas	41,607	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	20,000	20,000	216,607
Utah	69	35	60	43	—	48	—	41	50	42	42	42	472
Vermont	—	—	—	—	—	—	—	—	—	—	—	—	—
Virginia	22,352	18,211	21,654	21,077	19,920	24,139	20,742	20,904	19,446	21,044	20,115	22,189	251,793
Washington	3,945	4,420	5,423	5,301	5,118	5,405	5,180	5,417	5,256	5,008	5,512	8,184	64,169
West Virginia	—	—	—	—	—	—	—	—	—	—	—	—	—
Wisconsin	3,773	3,256	4,313	2,436	3,217	3,646	3,615	6,326	2,075	5,291	3,974	5,698	47,620
Wyoming	7	5	6	6	5	5	301	358	381	427	622	545	2,668
U.S. Total	**606,672**	**577,078**	**609,752**	**600,808**	**604,259**	**562,944**	**553,032**	**568,366**	**536,241**	**558,204**	**550,002**	**584,513**	**6,911,859**

This table, prepared by the Federal Highway Administration, shows gross gallons of gasohol (ethanol blends) reported by the various states. The data were obtained from the state taxation reports. In states where gasohol is taxed at the same rate as gasoline, some gasohol gallonage may be commingled with gasoline data. This report indicates there was a decrease in gasohol sales in 1989.

Source: Federal Highway Administration, Monthly Gasoline Reports, 1989.

Gasohol Consumption by States — 1990

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	13,974	10,483	24,589	16,826	22,507	11,267	18,883	10,304	8,422	22,048	20,340	18,213	197,856
Alaska	—	—	—	—	—	—	—	—	—	—	—	—	—
Arizona	—	—	—	—	—	—	—	—	—	—	—	—	—
Arkansas	—	—	—	—	—	—	—	—	—	—	—	—	—
California	28,155	26,876	30,978	29,052	28,267	36,868	31,558	37,059	48,421	57,541	60,382	64,559	479,716
Colorado	7,168	6,970	4,763	6,299	8,387	6,522	6,356	7,032	6,309	13,212	11,837	12,408	97,263
Connecticut	—	—	—	—	—	—	—	—	—	—	—	—	—
Delaware	—	—	—	—	—	—	—	—	—	—	—	—	—
Dist. of Col.	—	—	—	—	—	—	—	—	—	—	—	—	—
Florida	6,177	6,069	5,860	6,782	6,388	6,742	6,793	6,904	15,989	5,126	7,283	7,283	87,396
Georgia	3,096	3,035	6,869	9,270	9,390	9,229	9,656	8,227	7,518	7,584	7,507	7,291	88,672
Hawaii	—	—	—	—	—	—	—	—	—	—	—	—	—
Idaho	4,086	6,172	5,194	5,326	6,576	3,886	5,595	6,716	6,688	7,085	6,222	5,828	69,374
Illinois	95,196	94,637	109,639	102,247	118,759	115,200	116,368	117,966	106,239	97,625	97,625	97,625	1,269,126
Indiana	—	—	—	—	—	—	—	—	—	—	—	—	—
Iowa	30,311	28,024	29,762	34,474	31,971	27,530	34,416	30,032	26,321	36,912	28,857	36,287	374,897
Kansas	7,079	7,042	8,071	7,264	6,664	5,972	5,939	5,496	4,746	5,137	4,929	5,632	73,971
Kentucky	20,954	32,955	34,322	31,238	31,429	25,097	33,622	29,471	26,770	34,405	20,517	35,207	355,987
Louisiana	1,973	4,593	3,147	1,981	2,341	2,476	2,845	2,232	3,890	4,409	3,674	5,199	38,760
Maine	—	—	—	—	—	—	—	—	—	—	—	—	—
Maryland	—	—	—	—	—	—	—	—	—	—	—	—	—
Massachusetts	—	—	—	—	—	—	—	—	—	—	—	—	—
Michigan	27,547	30,296	37,623	36,038	44,663	45,138	48,742	48,712	46,731	39,867	49,572	55,518	510,447
Minnesota	13,853	15,505	17,593	18,678	20,805	20,312	20,511	22,122	20,521	23,764	24,410	26,262	244,336
Mississippi	—	—	—	—	—	—	—	—	—	—	—	—	—
Missouri	20,453	20,453	20,453	20,453	20,453	20,453	20,453	20,453	20,453	20,453	20,453	20,453	245,436
Montana	61	25	4	3	26	24	16	31	31	31	31	31	314
Nebraska	21,814	21,031	25,068	23,364	25,845	25,281	26,059	25,319	25,783	26,764	25,123	29,181	300,632
Nevada	5,661	5,601	4,632	2,600	2,829	2,146	3,764	2,973	2,837	4,347	5,674	6,103	49,167
New Hampshire	—	—	—	—	—	—	—	—	—	—	—	—	—
New Jersey	—	—	—	—	—	—	—	—	—	—	—	—	—
New Mexico	19,900	16,477	10,509	15,079	13,361	12,304	7,007	10,381	8,512	9,607	16,843	16,955	156,935
New York	—	—	—	—	—	—	—	—	—	—	—	—	—
North Carolina	—	—	—	—	—	—	—	—	—	—	—	—	—
North Dakota	2,501	2,464	2,832	2,933	2,911	3,006	3,187	3,244	2,883	3,066	3,337	3,457	35,821
Ohio	76,424	73,495	85,138	84,163	89,718	92,009	88,838	95,308	84,279	91,427	91,089	86,535	1,038,423
Oklahoma	—	—	—	—	—	—	—	—	—	—	—	—	—
Oregon	—	—	—	—	—	—	—	—	—	—	—	—	—
Pennsylvania	—	—	—	—	—	—	—	—	—	—	—	—	—
Rhode Island	—	—	—	—	—	—	—	—	—	—	—	—	—
South Carolina	8,195	7,447	6,015	4,611	4,598	4,397	5,877	5,877	5,877	5,877	5,877	5,877	70,525
South Dakota	3,843	3,642	4,383	3,959	4,721	4,417	4,839	5,119	4,994	5,808	6,620	7,655	60,000
Tennessee	11,750	565	16,036	12,184	19,590	27,339	40,172	—	3,815	54,045	33,492	27,725	246,713
Texas	20,000	20,000	20,000	20,000	20,000	20,000	24,552	22,280	19,795	20,523	20,083	20,151	247,384
Utah	42	33	50	42	42	58	34	42	41	25	42	34	485
Vermont	—	—	—	—	—	—	—	—	—	—	—	—	—
Virginia	20,646	17,747	18,667	9,480	13,0[illegible]0	14,589	10,202	11,649	9,437	11,924	12,446	11,365	161,202
Washington	5,449	5,414	6,683	6,833	7,802	7,526	8,441	8,210	7,568	8,450	7,303	7,168	86,847
West Virginia	—	—	—	—	—	—	—	—	—	—	—	—	—
Wisconsin	1,732	3,769	7,398	6,886	4,703	7,720	10,390	7,559	7,027	11,134	5,591	6,719	80,628
Wyoming	371	420	442	447	445	314	460	580	580	580	580	580	5,799
U.S. Total	**478,411**	**471,240**	**546,720**	**518,512**	**568,241**	**557,822**	**595,575**	**651,299**	**532,447**	**628,776**	**597,749**	**627,301**	**6,774,093**

This table, prepared by Federal Highway Administration, shows gross gallons of gasohol (ethanol blends) reported by the various states. The data are obtained from the state taxation reports. In states where gasohol is taxed at the same rate as gasoline, some gasohol gallonage may be commingled with gasoline data. At any rate, this is a preliminary report and upward revisions may be expected on the basis of later data. This report indicates there was an increase in 1990.

Source: Federal Highway Administration, Monthly Gasoline Reports 1990, and some state estimates by NPN.

Diesel Fuel Consumption by States — 1990

(Add 000 gal.)

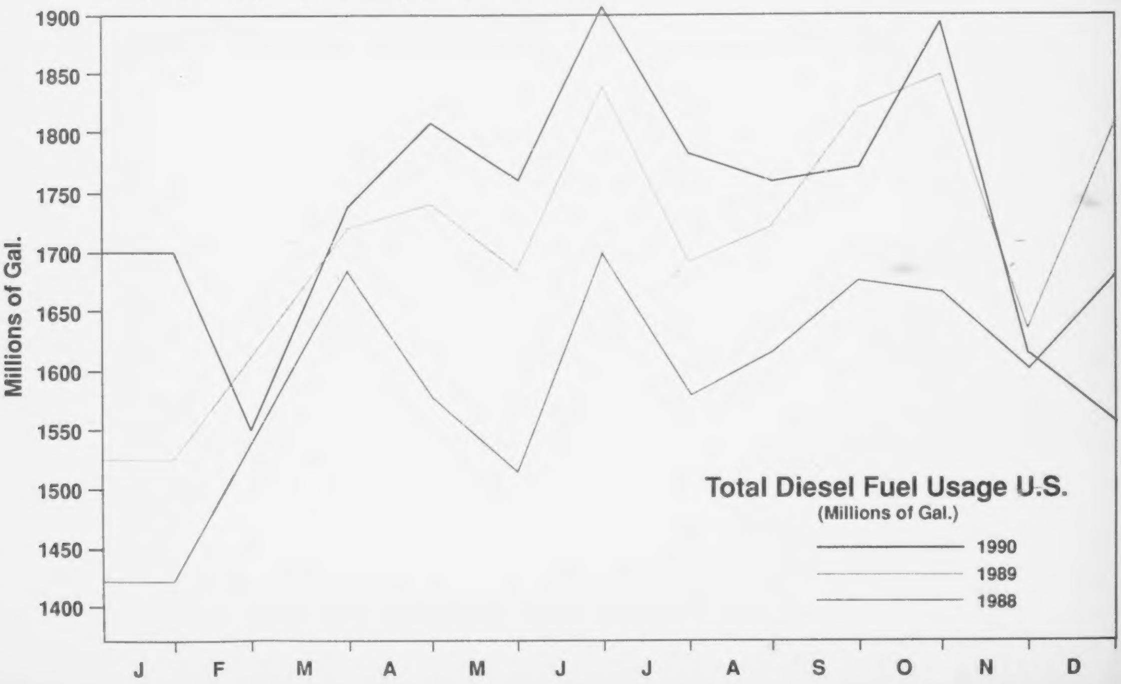
State	Rank 1990	Rank 1989	Gallonage 1990 (a)	Gallonage 1989	% Change
Alabama	13	14	571,090	545,810	4.6
Alaska	38	42	153,977	97,588	57.8
Arizona	27	27	317,051	325,695	(2.7)
Arkansas	20	19	388,413	388,013	0.5
California	1	1	1,823,056	1,944,331	(6.2)
Colorado	33	35	219,742	187,715	17.1
Connecticut	34	31	203,803	260,408	(24.6)
Delaware	45	45	53,266	74,966	(28.9)
Dist. of Col.	—	—	22,833	23,337	(2.2)
Florida	7	5	880,935	901,109	(2.2)
Georgia	8	6	867,437	847,733	2.3
Hawaii	49	49	25,796	24,586	4.9
Idaho	41	40	124,977	118,634	5.3
Illinois	3	7	1,035,971	1,069,113	(3.1)
Indiana	9	8	812,151	736,627	10.3
Iowa	24	24	345,685	354,022	(2.4)
Kansas	29	30	304,377	308,517	(1.3)
Kentucky	16	9	485,342	515,438	(5.8)
Louisiana	22	21	378,792	390,106	(2.9)
Maine	37	34	170,252	182,788	(6.9)
Maryland	28	23	304,942	355,307	(15.0)
Massachusetts	30	30	263,064	273,086	(3.7)
Michigan	15	16	534,549	535,470	(0.2)
Minnesota	25	25	334,510	335,551	(0.3)
Mississippi	26	24	328,349	321,190	2.2
Missouri	12	11	594,301	649,277	(8.5)
Montana	42	41	122,855	120,918	1.6
Nebraska	32	32	220,951	210,723	4.9
Nevada	40	38	134,841	132,607	1.7
New Hampshire	46	46	52,430	60,266	(13.0)
New Jersey	18	18	412,177	455,359	(9.5)
New Mexico	31	33	222,638	208,354	6.9
New York	6	10	920,649	783,206	17.5
North Carolina	10	12	627,675	621,760	1.0
North Dakota	44	44	93,127	93,429	(0.3)
Ohio	4	4	947,458	1,031,041	(8.1)
Oklahoma	21	20	383,610	397,978	(3.6)
Oregon	(b)	(b)	(b)	315,540	—
Pennsylvania	5	3	936,341	926,707	1.0
Rhode Island	48	47	40,557	53,559	(24.3)
South Carolina	19	28	394,404	306,197	(28.8)
South Dakota	43	43	100,901	93,765	7.6
Tennessee	11	13	607,876	590,189	2.9
Texas	2	2	1,402,129	1,403,460	—
Utah	35	39	180,928	126,666	42.3
Vermont	47	48	41,937	46,798	(10.4)
Virginia	14	15	546,922	576,651	(5.2)
Washington	23	22	363,028	382,586	(5.1)
West Virginia	39	37	152,762	183,065	(16.6)
Wisconsin	17	17	449,589	455,089	(1.2)
Wyoming	36	36	174,078	170,078	2.7
U.S. Total	—	—	**21,074,524**	**21,512,408**	**3.0**

(a) Preliminary and includes some NPN estimates for late reporting states.

(b) Oregon no longer collects diesel fuel data.

Source: Federal Highway Administration, Monthly Gasoline Reports 1990, and some NPN estimates.

Diesel Fuel Consumption Trends



Highway Diesel Sales by States — 1989

Diesel Sales for motor vehicles—passenger cars, trucks and buses—climbed another 5.5% in 1989, continuing the upward swing of recent years. On-highway consumption amounted to 21-billion gal., compared with 20-billion gal. in 1988. Off-highway sales—primarily for construction equipment and farms, but occasionally including utilities for power generation—declined 10% in 1989—a bit of a surprise.

(Add 000 gal.)

	On-Highway			Off-Highway		
	1989	1988	% Change	1989	1988	% Change
PAD District 1						
New England States						
Connecticut	257,361	212,589	21.0	18,713	12,010	55.8
Maine	139,908	175,344	(20.2)	12,836	20,028	(35.9)
Massachusetts	271,944	293,007	(7.2)	18,219	17,627	3.4
New Hampshire	59,561	58,051	3.3	7,674	6,110	25.6
Rhode Island	52,932	43,741	21.0	3,344	999	234.7
Vermont	46,250	53,918	(14.2)	5,717	7,404	(22.8)
Central Atlantic States						
Delaware	74,089	55,412	33.1	4,202	3,384	24.2
Dist. of Col.	23,064	23,033	—	31	81	(61.7)
Maryland	351,150	299,521	17.2	32,165	15,272	110.6
New Jersey	453,482	477,858	(5.1)	52,452	28,363	84.9
New York	754,276	713,826	(5.7)	40,298	41,963	(4.0)
Pennsylvania	915,865	928,175	(1.3)	51,847	45,595	13.7
Lower Atlantic States						
Florida	899,369	832,093	8.0	65,627	56,154	10.9
Georgia	838,847	831,267	0.9	38,179	35,397	7.9
North Carolina	614,485	711,035	(13.6)	26,655	28,443	(6.3)
South Carolina	302,614	310,365	(2.4)	26,601	24,928	6.7
Virginia	537,569	532,848	0.9	36,720	53,024	(30.7)
West Virginia	159,972	160,141	(0.1)	20,358	18,285	11.3
Total	6,752,738	6,712,224	(0.6)	461,638	415,067	11.2
PAD District 2						
Illinois	839,968	771,386	8.9	37,553	56,630	(33.7)
Indiana	784,441	628,647	24.8	29,465	17,954	64.1
Iowa	349,044	333,931	4.5	9,595	17,335	(50.4)
Kansas	303,893	331,926	8.4	12,352	17,127	(27.9)
Kentucky	692,215	512,517	35.2	21,811	21,276	2.5
Michigan	528,906	526,217	0.6	45,397	49,716	(9.1)
Minnesota	331,625	331,701	—	26,163	23,638	10.7
Missouri	641,680	535,424	19.8	21,499	37,120	(42.1)
Nebraska	208,258	217,014	(4.0)	17,083	18,094	(5.6)
North Dakota	90,544	89,873	0.7	4,509	5,470	(17.6)
Ohio	960,195	861,428	19.9	27,963	27,752	0.8
Oklahoma	394,174	394,165	—	22,047	28,108	(8.7)
South Dakota	91,221	91,906	(0.7)	5,642	11,684	(51.7)
Tennessee	587,396	578,829	1.5	26,619	59,940	(55.6)
Wisconsin	449,764	440,836	2.0	32,652	22,398	45.8
Total	7,253,324	6,645,800	9.1	340,350	414,242	(17.8)
PAD District 3						
Alabama	544,882	480,340	13.4	63,870	53,110	20.3
Arkansas	395,236	346,026	14.2	32,128	30,943	3.8
Louisiana	385,621	383,054	0.7	54,974	74,854	(26.6)
Mississippi	302,523	302,361	—	33,576	33,755	(0.5)
New Mexico	205,916	204,734	0.6	21,484	35,167	(38.9)
Texas	1,387,059	1,296,067	41.7	170,936	277,203	(38.3)
Total	3,221,237	3,012,582	6.9	376,968	505,034	(25.4)
PAD District 4						
Colorado	185,519	188,922	(1.8)	27,355	43,198	(36.7)
Idaho	117,246	99,626	17.7	13,872	17,004	(18.4)
Montana	119,503	115,899	3.1	15,989	11,171	43.1
Utah	125,184	149,108	(15.6)	18,551	21,284	(12.8)
Wyoming	187,452	171,874	9.1	17,844	22,388	(20.3)
Total	734,904	725,429	1.3	93,611	115,045	(16.0)
PAD District 5						
Alaska	96,446	83,235	15.9	13,980	13,855	0.9
Arizona	314,671	299,981	4.9	37,978	25,285	50.2
California	1,913,647	1,760,085	8.7	193,260	208,735	(7.4)
Hawaii	23,717	21,935	8.1	5,428	7,227	(24.9)
Nevada	131,055	118,022	11.0	24,066	32,792	(26.6)
Oregon	311,843	302,381	3.0	44,577	43,412	2.7
Washington	378,110	357,017	5.9	45,640	41,125	13.4
Total	3,169,489	2,942,656	7.7	364,929	372,431	(2.0)
U.S. Total	21,131,692	20,038,691	5.5%	1,637,496	1,821,819	10.1%

Source: Fuel Oil and Kerosine Sales 1990, published in January 1991 by Energy Information Administration as a stand-alone publication.

Diesel Fuel Consumption by States — 1989

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	63,470	31,569	27,244	66,113	35,273	45,158	52,996	38,906	46,222	55,735	39,059	44,065	545,810
Alaska	3,294	4,000	4,179	5,485	10,310	4,838	-6,278	32,374	14,693	10,028	4,229	10,436	97,588
Arizona	38,760	25,864	19,730	23,186	35,078	20,437	27,311	27,125	29,220	26,518	26,737	25,729	325,695
Arkansas	15,613	50,044	18,722	34,899	34,027	33,766	35,308	30,987	28,725	41,164	30,253	34,505	388,013
California	138,838	138,838	138,838	133,375	150,437	165,354	149,977	174,795	202,993	155,090	157,938	237,858	1,944,331
Colorado	11,991	11,452	15,365	13,897	13,279	17,587	15,718	16,785	20,382	17,897	16,376	16,986	187,715
Connecticut	14,563	13,019	31,727	16,732	17,146	31,305	18,155	19,867	32,230	18,808	18,666	28,190	260,408
Delaware	5,666	11,991	4,263	5,547	7,077	4,522	6,067	6,219	6,219	6,616	6,533	4,246	74,966
Dist. of Col.	1,731	1,815	1,913	1,977	1,922	2,047	2,063	2,020	2,062	1,922	1,891	1,974	23,337
Florida	76,024	74,742	74,838	79,808	74,477	93,850	72,528	65,602	74,431	65,488	74,101	75,230	901,119
Georgia	75,959	68,285	71,136	74,124	66,751	75,784	62,869	75,784	63,067	81,407	65,306	67,261	847,733
Hawaii	2,262	1,545	1,977	2,060	1,808	2,179	2,821	1,872	1,853	2,413	1,918	1,878	24,586
Idaho	13,741	13,043	6,080	8,362	13,320	4,876	6,570	18,415	6,074	10,335	15,644	2,174	118,634
Illinois	66,820	60,719	122,712	69,620	69,143	127,391	73,066	84,507	125,994	74,416	66,270	128,455	1,069,113
Indiana	29,321	58,174	78,632	46,231	49,968	89,957	52,078	29,583	102,216	63,882	57,749	78,836	736,627
Iowa	27,443	26,112	32,445	29,314	28,627	32,127	27,011	28,391	31,412	31,455	27,584	32,101	354,022
Kansas	16,250	28,189	20,249	27,851	27,442	24,793	29,537	25,231	28,682	28,875	23,142	28,276	308,517
Kentucky	24,147	39,766	39,815	50,585	51,015	42,444	48,326	47,666	39,177	45,526	36,793	50,178	515,438
Louisiana	28,520	26,845	28,981	39,331	31,093	38,007	32,297	31,923	36,808	32,111	28,756	35,514	390,186
Maine	16,928	16,361	13,006	16,393	12,493	10,223	18,778	13,527	14,508	16,668	20,206	13,695	182,786
Maryland	23,861	18,886	41,837	22,296	26,992	41,226	24,660	28,818	37,525	25,588	25,508	38,110	355,307
Massachusetts	17,921	25,327	17,143	23,996	25,808	25,930	21,015	23,553	23,002	21,986	24,178	23,227	273,086
Michigan	25,974	37,760	45,861	51,230	34,783	66,248	39,748	33,752	67,665	35,635	36,123	60,691	535,470
Minnesota	18,799	30,228	25,942	26,047	28,854	29,282	28,306	25,541	30,534	34,345	26,597	31,076	335,551
Mississippi	21,389	20,033	26,647	33,380	22,746	27,667	30,190	26,572	28,159	34,349	22,264	27,794	321,190
Missouri	54,692	41,305	66,742	49,686	41,411	69,616	48,123	40,346	65,122	64,641	56,205	51,388	649,277
Montana	11,726	7,266	8,586	11,272	7,295	11,779	12,273	7,167	12,835	13,082	7,392	10,245	120,918
Nebraska	13,436	14,992	20,073	15,349	19,215	19,564	13,950	21,078	16,635	16,936	19,190	18,305	210,723
Nevada	7,152	7,889	17,777	6,583	10,483	14,402	8,726	12,318	14,376	9,760	14,837	8,304	132,607
New Hampshire	6,860	6,104	5,068	6,039	3,426	5,231	5,542	3,772	4,676	5,917	4,079	3,552	60,266
New Jersey	39,063	31,950	40,364	34,949	36,031	38,554	34,099	47,796	34,230	34,839	42,281	41,203	455,359
New Mexico	39,330	12,187	1,679	29,922	21,364	714	47,012	877	877	44,811	8,726	855	208,354
New York	16,066	58,303	104,069	52,138	58,884	91,587	59,742	59,181	87,023	58,265	30,065	87,883	763,206
North Carolina	35,122	54,136	57,269	44,100	58,141	59,464	45,143	52,745	55,453	57,949	47,371	54,867	621,760
North Dakota	5,255	7,401	6,367	8,020	7,149	9,640	7,890	7,495	8,951	9,890	7,402	7,969	93,429
Ohio	80,858	84,219	75,433	71,214	97,778	77,291	71,270	88,193	78,366	86,184	106,660	85,575	1,003,041
Oklahoma	36,046	31,134	35,166	35,246	31,845	32,513	35,144	31,074	31,814	35,457	26,089	36,450	397,978
Oregon	26,295	26,295	26,295	26,295	26,295	26,295	26,295	26,295	26,295	26,295	26,295	26,295	315,540
Pennsylvania	76,572	73,268	81,510	78,687	81,076	74,713	74,927	85,353	67,920	85,548	80,497	66,636	926,707
Rhode Island	4,683	4,683	4,683	4,645	4,645	4,645	4,715	4,715	4,715	3,810	3,810	3,810	53,559
South Carolina	23,838	19,529	24,315	29,416	21,269	30,085	25,954	23,987	24,927	29,239	19,416	34,424	306,109
South Dakota	8,755	7,465	7,251	7,102	7,407	7,331	7,538	8,369	8,056	8,002	8,224	8,265	93,765
Tennessee	34,558	47,587	60,927	48,765	49,334	46,390	44,167	50,080	55,926	54,884	41,041	56,530	590,189
Texas	97,504	109,942	131,080	113,707	102,457	136,965	155,461	112,149	128,787	121,830	105,175	128,423	1,443,480
Utah	15,899	6,311	6,311	8,402	22,200	8,387	2,801	7,459	6,158	29,997	6,549	6,192	126,666
Vermont	2,360	7,423	2,765	1,654	7,096	1,995	1,561	7,319	2,642	1,568	4,079	6,336	46,798
Virginia	45,036	38,433	54,297	47,098	43,653	61,664	41,186	51,139	51,000	49,812	41,031	52,302	576,651
Washington	36,107	39,295	18,699	30,798	34,567	24,875	28,168	14,748	49,873	23,753	38,056	43,647	382,586
West Virginia	17,166	10,645	21,676	11,354	10,907	17,803	13,018	11,391	19,250	20,306	11,521	18,028	183,065
Wisconsin	35,482	34,902	39,112	35,191	38,494	39,058	35,366	40,010	38,705	41,745	39,124	37,900	455,089
Wyoming	12,385	16,082	13,448	—	13,604	14,860	15,110	18,575	16,071	21,004	15,234	13,705	170,078
U.S. Total	1,561,331	1,633,353	1,840,244	1,709,471	1,725,895	1,982,419	1,736,298	1,743,446	2,006,536	1,893,781	1,664,172	2,007,574	21,504,520

This table, prepared by the Federal Highway Administration, shows gross gallons of special fuels, but this is primarily diesel fuel. Included are small amounts of liquefied petroleum gases. In most cases, FHA says, the data reflect retail sales for the year.

Source: Federal Highway Administration, Monthly Gasoline Reports, 1989.

Diesel Fuel Consumption by States — 1990

(Add 000 gal.)

State	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Alabama	56,959	33,964	47,493	62,250	40,023	49,349	48,086	50,895	40,455	61,199	37,857	42,560	571,090
Alaska	16,897	6,249	6,373	4,334	45,642	6,650	5,445	2,997	20,007	20,305	17,348	1,730	153,977
Arizona	38,760	17,131	25,099	24,822	25,274	26,332	29,637	25,023	25,023	30,477	21,400	28,073	317,051
Arkansas	28,258	35,004	25,377	31,055	41,384	32,638	37,935	19,881	42,465	36,801	11,194	46,391	388,413
California	135,026	135,123	169,945	151,114	156,012	163,431	155,416	157,459	165,017	145,129	137,466	151,920	1,823,056
Colorado	12,508	15,231	14,175	15,423	17,138	15,851	18,540	22,383	17,576	20,312	19,799	30,806	219,742
Connecticut	15,764	14,957	18,068	16,205	17,666	17,499	16,372	18,720	16,066	18,897	16,622	16,967	203,803
Delaware	5,218	3,911	3,426	4,215	5,245	3,984	5,890	4,487	2,704	6,373	4,507	3,306	53,266
Dist of Col.	1,974	1,783	1,925	1,918	1,840	1,732	2,121	2,087	1,744	1,903	1,903	1,903	22,833
Florida	72,897	74,945	77,656	79,975	76,492	77,788	71,410	70,307	73,950	67,157	67,679	67,679	880,935
Georgia	65,551	68,065	74,895	72,606	85,462	76,319	69,972	75,059	69,647	74,830	63,787	71,244	867,437
Hawaii	2,184	1,999	1,936	2,471	1,962	2,333	2,170	2,107	2,352	2,105	2,101	2,076	25,796
Idaho	14,211	10,682	5,465	11,003	14,492	4,840	14,161	12,915	7,300	13,727	8,676	7,505	124,977
Illinois	74,156	74,195	84,411	87,391	74,627	164,300	71,675	78,682	83,131	87,064	70,008	86,331	1,035,971
Indiana	38,150	56,791	98,148	65,014	65,567	99,148	67,661	69,574	45,366	71,863	67,190	67,679	812,151
Iowa	28,314	24,797	30,867	29,477	27,768	27,856	31,402	27,320	27,325	34,285	24,724	31,550	345,685
Kansas	21,988	24,296	20,777	23,464	17,781	21,633	37,151	21,018	32,268	29,768	18,528	35,705	304,377
Kentucky	43,960	47,307	24,703	47,207	46,601	35,139	42,006	47,056	26,542	31,681	44,998	48,142	485,342
Louisiana	27,960	22,989	36,869	32,260	31,208	38,220	31,292	30,104	36,478	33,295	29,065	29,052	378,792
Maine	12,843	14,600	12,188	17,753	19,658	6,665	13,812	12,854	17,080	14,778	12,725	15,300	170,252
Maryland	26,130	19,873	24,620	23,270	26,524	26,066	22,621	25,824	25,939	26,344	25,455	32,276	304,942
Massachusetts	26,219	15,926	21,908	25,976	22,697	19,436	16,348	20,773	25,367	23,350	17,767	27,297	263,064
Michigan	30,063	29,584	61,196	37,346	36,253	67,600	39,462	31,909	70,603	35,526	31,986	63,021	534,549
Minnesota	22,916	24,040	26,217	25,806	29,546	29,969	27,751	31,609	30,940	31,240	28,778	25,698	334,510
Mississippi	27,612	21,350	27,585	33,032	24,268	28,752	28,674	26,351	30,652	33,193	23,327	23,553	328,349
Missouri	45,790	48,404	44,400	38,635	42,556	56,770	47,579	57,571	60,682	58,144	41,094	52,676	594,301
Montana	12,085	7,660	8,449	11,786	8,105	11,528	15,515	9,547	9,547	9,547	9,547	9,547	122,855
Nebraska	13,534	15,425	19,711	17,546	20,746	20,646	20,040	18,815	19,112	20,159	16,745	18,472	220,951
Nevada	8,218	8,066	15,669	6,925	8,795	15,703	8,529	11,451	15,869	9,591	16,252	9,773	134,841
New Hampshire	6,843	3,173	3,701	6,008	3,021	4,191	6,187	2,222	4,114	5,965	3,853	3,152	52,430
New Jersey	43,004	38,316	40,789	34,825	42,788	32,749	34,763	36,952	32,465	38,001	37,465	37,465	412,177
New Mexico	42,525	12,949	—	43,003	11,205	1,583	30,835	24,607	805	43,946	10,559	621	222,638
New York	76,852	64,506	68,051	80,392	85,107	79,628	76,374	82,855	76,721	76,721	76,721	76,721	920,649
North Carolina	45,323	43,096	44,016	71,324	52,612	55,680	47,941	55,102	59,764	51,340	45,788	55,689	627,675
North Dakota	7,127	5,318	5,803	9,636	8,843	9,108	8,647	7,211	7,719	7,997	8,713	7,005	93,127
Ohio	69,203	86,283	85,857	76,010	65,876	80,929	78,863	67,857	73,967	88,246	75,412	78,955	947,458
Oklahoma	28,602	31,611	30,960	35,115	30,264	33,078	34,871	32,013	33,105	33,244	30,732	30,015	383,610
Oregon (a)	—	—	—	—	—	—	—	—	—	—	—	—	—
Pennsylvania	76,671	72,969	76,108	80,312	84,142	77,419	79,221	85,131	72,136	86,219	77,985	—	868,313
Rhode Island	2,926	2,926	2,926	3,933	3,933	3,933	3,334	3,334	3,334	3,326	3,326	3,326	40,537
South Carolina	34,424	32,707	25,150	35,684	3,846	35,391	27,867	27,867	27,867	27,867	27,867	27,867	394,404
South Dakota	8,475	7,492	8,350	8,029	7,967	7,858	8,350	9,081	8,331	10,151	9,168	7,629	100,901
Tennessee	45,462	36,133	55,879	51,061	49,557	59,484	53,171	42,982	57,561	57,983	45,063	53,540	607,876
Texas	112,568	92,039	123,721	111,913	107,090	136,933	113,008	129,143	114,898	128,702	109,700	122,414	1,402,129
Utah	20,671	10,985	2,839	8,134	23,346	2,773	27,446	19,928	14,413	27,318	14,340	8,735	180,928
Vermont	3,120	3,676	5,203	1,678	5,815	2,859	491	5,599	2,844	3,790	3,355	3,507	41,937
Virginia	43,632	40,196	45,246	48,911	43,265	54,183	44,715	49,115	40,058	50,844	47,412	39,345	546,922
Washington	23,671	20,640	34,088	34,614	21,308	32,270	41,518	21,731	33,722	31,755	36,105	31,606	363,028
West Virginia	14,038	11,450	13,109	12,937	16,836	7,138	15,451	12,886	8,626	17,980	10,495	11,818	152,762
Wisconsin	36,344	35,581	30,140	37,604	40,661	33,227	39,582	41,465	33,808	42,764	40,947	37,466	449,589
Wyoming	11,909	14,592	14,229	14,795	15,655	15,951	14,770	14,557	14,557	14,557	14,557	14,557	174,686
U.S. Total	**1,699,545**	**1,540,985**	**1,745,714**	**1,806,197**	**1,754,469**	**1,914,542**	**1,786,078**	**1,756,416**	**1,762,042**	**1,897,757**	**1,618,111**	**1,554,286**	**20,816,142**

(a) Oregon no longer collects diesel data.

This table, prepared by the Federal Highway Administration, shows gross gallons of special fuels, but this is primarily diesel fuel. Included are small amounts of liquefied petroleum gases. This is a preliminary report for 1990 and includes some estimates by NPN to offset late reporting by some states.

Source: Federal Highway Administration, Monthly Gasoline Reports, 1990.

Gasoline Prices by Grades and Months

(U.S. retail averages in ¢ per gal., including taxes and types of service)

1990

Month	Leaded Regular	Unleaded Regular	Unleaded Premium	Avg. For All Types
January	100.6	104.2	123.0	109.0
February	101.1	103.7	122.7	108.6
March	99.9	102.3	121.8	107.6
April	102.7	104.4	123.3	109.6
May	104.4	106.1	124.8	111.4
June	107.7	108.8	127.1	114.0
July	108.9	108.4	127.2	113.9
August	119.8	119.0	136.9	124.6
September	129.7	129.4	146.7	134.7
October	135.4	137.8	155.4	143.1
November	135.1	137.7	155.9	143.2
December	135.2	138.7	155.2	142.1
Average	**115.0**	**116.7**	**135.0**	**121.8**

1989

Month	Leaded Regular	Unleaded Regular	Unleaded Premium	Avg. For All Types
January	87.6	91.8	109.1	94.4
February	88.6	92.6	110.0	95.5
March	90.7	94.0	111.5	97.4
April	104.7	106.5	122.1	109.8
May	109.8	111.9	127.8	115.2
June	109.3	111.4	127.8	115.0
July	107.5	109.2	126.4	113.2
August	103.4	105.7	123.3	109.6
September	100.7	102.9	121.3	107.3
October	100.1	102.7	120.9	107.1
November	97.5	99.9	118.7	104.6
December	96.1	98.0	117.8	103.0
Average	**99.7**	**102.2**	**119.7**	**106.0**

1988

Month	Leaded Regular	Unleaded Regular	Unleaded Premium	Avg. For All Types
January	88.1	93.3	109.5	94.7
February	85.9	91.3	108.2	92.8
March	85.0	90.4	107.4	92.0
April	88.3	93.0	108.8	94.6
May	91.1	95.5	110.5	97.0
June	91.0	95.5	111.1	97.1
July	92.3	96.7	112.3	98.4
August	94.5	98.7	113.8	100.4
September	93.3	97.4	113.0	99.2
October	91.0	95.6	111.9	97.5
November	90.4	94.9	111.6	97.2
December	88.5	93.0	110.1	95.3
Average	**90.0**	**94.6**	**110.7**	**96.4**

Gasoline Price Averages, 1980 – 1987

Year	Leaded Regular	Unleaded Regular	Unleaded Premium	Avg. For All Types
1987	89.7	94.8	109.3	95.7
1986	85.7	92.7	108.5	93.1
1985	111.5	120.2	134.0	119.6
1984	112.9	121.2	136.6 (a)	119.8
1983	115.7	124.1	138.3 (a)	122.5
1982	122.2	129.6	141.5 (a)	128.1
1981 (b)	131.1	137.8	147.0 (a)	135.3
1980	119.1	124.5	NA	122.1

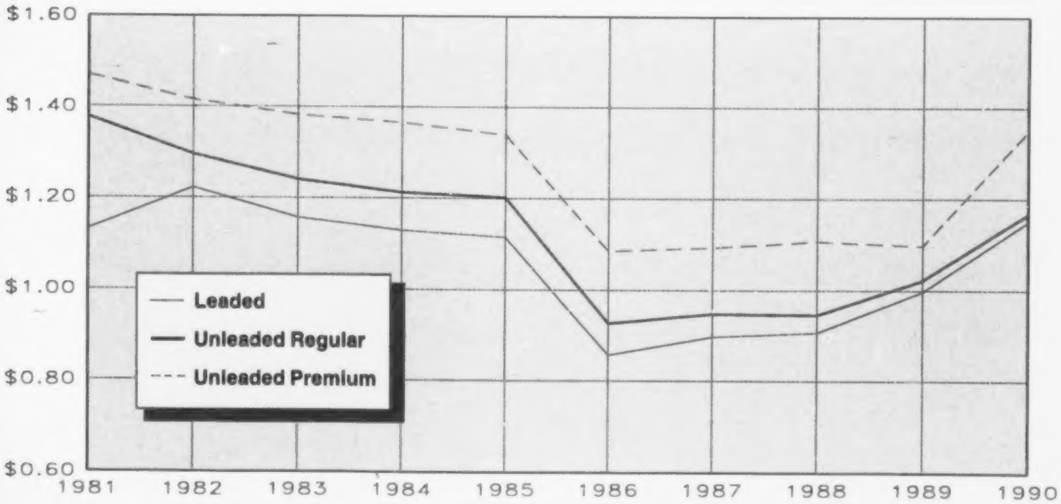
(a) In January 1984, this series was switched from laaded premium to reflect changing market conditions.

(b) Data for 1981 and earlier are for leaded premium. Beginning Sept. 1981, the Bureau of Labor Statistics changed the weights used in the calculation of average motor gasoline.

Source: Energy Information Administration, Monthly Energy Review, January 1991.

Average Pump Prices for Gasoline 1981 – 1990

($ per gal., including and reflecting full-service, etc.)



Source: Bureau of Labor Statistics data; graph by NPN.

U.S. Retail Gasoline Prices by Population

All Types

Population Sizes and Regions	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average Per Year
U.S. City Average	$1.090	$1.086	$1.076	$1.096	$1.114	$1.140	$1.139	$1.246	$1.347	$1.431	$1.432	$1.410	$1.217
Region Area and Size													
Northeast Urban	1.114	1.121	1.104	1.100	1.109	1.144	1.155	1.243	1.368	1.476	1.510	1.505	1.246
Size A - More than 1,200,000	1.113	1.120	1.107	1.102	1.109	1.146	1.159	1.244	1.366	1.485	1.521	1.509	1.248
Size B - 500,000 to 1,200,000	1.144	1.142	1.134	1.122	1.134	1.168	1.171	1.259	1.386	1.483	1.518	1.514	1.265
Size C - 50,000 to 500,000	1.066	1.084	1.054	1.057	1.076	1.111	1.113	1.215	1.351	1.414	1.438	1.450	1.202
North Central Urban	1.109	1.075	1.061	1.117	1.134	1.154	1.128	1.278	1.366	1.435	1.404	1.349	1.218
Size A - More than 1,200,000	1.132	1.103	1.084	1.149	1.170	1.184	1.161	1.301	1.377	1.452	1.432	1.379	1.244
Size B - 360,000 to 1,200,000	1.092	1.038	1.009	1.037	1.072	1.081	1.053	1.255	1.339	1.424	1.377	1.313	1.174
Size C - 50,000 to 360,000	1.115	1.057	1.037	1.105	1.117	1.135	1.108	1.267	1.373	1.434	1.397	1.324	1.206
Size D - Non-Metropolitan*	1.046	1.027	1.030	1.061	1.052	1.105	1.071	1.225	1.347	1.377	1.317	1.287	1.162
South Urban	1.100	1.102	1.080	1.091	1.105	1.123	1.118	1.209	1.317	1.405	1.409	1.392	1.204
Size A - More than 1,200,000	1.078	1.082	1.074	1.082	1.092	1.109	1.111	1.176	1.273	1.382	1.408	1.397	1.189
Size B - 450,000 to 1,200,000	1.119	1.127	1.104	1.108	1.126	1.141	1.131	1.242	1.340	1.429	1.420	1.398	1.223
Size C - 50,000 to 450,000	1.104	1.099	1.058	1.071	1.087	1.112	1.102	1.203	1.330	1.391	1.376	1.364	1.191
Size D - Non-Metropolitan*	1.134	1.118	1.079	1.123	1.130	1.152	1.147	1.260	1.383	1.453	1.461	1.426	1.239
West Urban	1.030	1.045	1.059	1.078	1.108	1.141	1.163	1.263	1.350	1.419	1.427	1.421	1.209
Size A - More than 1,250,000	1.019	1.037	1.054	1.074	1.110	1.142	1.167	1.271	1.355	1.430	1.434	1.426	1.210
Size C - 50,000 to 330,000	1.002	1.015	1.020	1.052	1.072	1.125	1.141	1.261	1.360	1.425	1.414	1.375	1.189

Leaded Regular

Population Sizes and Regions	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average Per Year
U.S. City Average	1.006	1.011	0.999	1.027	1.044	1.077	1.089	1.198	1.297	1.354	1.351	1.335	1.149
Region Area and Size													
Northeast Urban	1.091	1.099	1.088	1.065	1.076	1.117	1.076	1.210	1.279	1.329	1.329	1.569	1.194
Size A - More than 1,200,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Size B - 500,000 to 1,200,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Size C - 50,000 to 500,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
North Central Urban	1.053	1.032	1.006	1.069	1.062	1.091	1.073	1.257	1.353	1.386	1.341	1.295	1.168
Size A - More than 1,200,000	1.056	1.042	1.008	1.078	1.092	1.100	1.111	1.234	1.349	1.396	1.356	1.324	1.179
Size B - 360,000 to 1,200,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Size C - 50,000 to 360,000	1.074	N/A	N/A	N/A	N/A	N/A	N/A	1.278	1.375	1.434	1.379	1.334	1.312
Size D - Non-Metropolitan*	1.022	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	1.022
South Urban	1.065	1.082	1.015	1.041	1.046	1.073	1.055	1.200	1.314	1.356	1.345	1.294	1.157
Size A - More than 1,200,000	1.020	1.012	1.006	1.026	1.039	1.065	1.070	1.057	1.222	1.329	1.348	1.344	1.128
Size B - 450,000 to 1,200,000	1.145	1.175	1.053	1.062	1.074	1.110	1.087	N/A	N/A	N/A	N/A	N/A	1.101
Size C - 50,000 to 450,000	1.018	1.027	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	1.023
Size D - Non-Metropolitan*	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
West Urban	0.957	0.974	0.989	1.008	1.038	1.073	1.100	1.179	1.277	1.343	1.355	1.352	1.137
Size A - More than 1,250,000	0.947	0.968	0.986	1.005	1.040	1.072	1.104	1.177	1.274	1.344	1.358	1.352	1.136
Size C - 50,000 to 330,000	0.958	0.973	0.975	1.014	1.032	1.087	1.104	1.216	1.325	1.391	1.383	1.365	1.151

* less than 50,000

(a) These prices are in $/gal., include federal and state taxes, and are representative full-service, self-service and mini-service. The related local areas and Source: Bureau of Labor Statistics, Dept. of Commerce.

Retail Gasoline Prices For Selected Areas (a)

Standard Metropolitan Statistical Areas	1990				1989				1988			
	Lead Reg.	Unld. Reg.	Unld. Prem.	All Types	Lead Reg.	Unld. Reg.	Unld. Prem.	All Types	Lead Reg.	Unld. Reg.	Unld. Prem.	All Types
U.S. City Average	$1.149	$1.164	$1.349	$1.217	$0.960	$1.015	$1.200	$1.059	$0.900	$0.946	$1.107	$0.964
Chicago-Gary-Lake County, IL, IN, WI	N/A	1.278	1.471	1.334	1.010	1.107	1.308	1.143	0.982	1.016	1.201	1.044
Los Angeles-Anaheim-Riverside, CA	1.123	1.140	1.333	1.181	0.696	0.986	1.188	1.010	0.894	0.910	1.105	0.933
N.Y.-Northern N.J.-Long Island, NY, NJ, CT	N/A	1.157	1.386	1.250	1.004	1.039	1.243	1.114	0.919	0.958	1.144	1.020
Phil.-Wilmington-Trenton, PA, NJ, DE, MD	N/A	1.056	1.368	1.245	0.942	0.979	1.209	1.068	0.906	0.895	1.083	0.938
San Francisco-Oakland-San Jose, CA	1.129	1.240	1.350	1.240	0.976	1.078	1.188	1.082	0.907	1.011	1.108	1.006
Baltimore, MD	N/A	1.158	1.336	1.238	N/A	1.041	1.220	1.102	0.956	0.980	1.160	1.023
Boston-Lawrence-Salem, MA, NH	N/A	1.186	1.387	1.255	0.972	1.027	1.216	1.078	0.923	0.972	1.133	1.006
Cleveland-Akron-Lorain, OH	N/A	1.179	1.391	1.231	N/A	1.018	1.223	1.068	0.868	0.948	1.161	0.985
Miami-Fort Lauderdale, FL	N/A	1.099	1.275	1.174	N/A	0.995	1.136	1.055	N/A	0.967	1.096	1.025
St. Louis-East St. Louis, MO, IL	0.978	1.084	1.327	1.132	0.945	0.958	1.195	0.988	0.865	0.903	1.118	0.921
Washington, DC, MD, VA	N/A	1.250	1.509	1.328	N/A	1.108	1.370	1.185	0.932	1.044	1.302	1.101
Dallas-Fort Worth, TX	N/A	1.093	1.252	1.134	0.955	0.936	1.068	0.963	0.875	0.888	1.025	0.906
Detroit-Ann Arbor, MI	N/A	1.156	1.301	1.173	0.948	1.026	1.153	1.033	0.911	0.969	1.114	0.967
Houston-Galveston-Brazoria, TX	N/A	1.119	1.315	1.176	0.868	0.958	1.138	1.002	0.852	0.871	1.061	0.991
Pittsburgh-Beaver Valley, PA	N/A	1.119	1.306	1.148	0.970	0.966	1.152	0.998	0.882	0.882	1.065	0.904

Source: Bureau of Labor Statistics, U.S. Dept. of Commerce. (a) See note above.

Sizes and Regions – 1990 (a)

Unleaded Regular

Population Sizes and Regions	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average Per Year
U.S. City Average	$1.042	$1.037	$1.023	$1.044	$1.061	$1.088	$1.084	$1.790	$1.294	$1.378	$1.377	$1.354	$1.164
Region Area and Size													
Northeast Urban	1.038	1.046	1.023	1.019	1.027	1.065	1.075	1.166	1.295	1.401	1.437	1.431	1.169
Size A - More than 1,200,000	1.029	1.037	1.015	1.009	1.017	1.055	1.068	1.158	1.283	1.400	1.438	1.425	1.161
Size B - 500,000 to 1,200,000	1.081	1.085	1.076	1.062	1.074	1.110	1.114	1.203	1.336	1.439	1.473	1.472	1.210
Size C - 50,000 to 500,000	1.017	1.036	1.000	1.007	1.022	1.059	1.062	1.161	1.292	1.365	1.390	1.405	1.151
North Central Urban	1.072	1.039	1.017	1.072	1.090	1.112	1.084	1.227	1.321	1.392	1.363	1.311	1.175
Size A - More than 1,200,000	1.084	1.056	1.025	1.090	1.112	1.130	1.102	1.243	1.324	1.403	1.385	1.332	1.191
Size B - 360,000 to 1,200,000	1.043	0.995	0.969	0.997	1.032	1.040	1.016	1.196	1.289	1.377	1.333	1.275	1.131
Size C - 50,000 to 360,000	1.102	1.045	1.025	1.089	1.109	1.123	1.101	1.217	1.333	1.392	1.357	1.288	1.182
Size D - Non-Metropolitan*	1.038	1.014	1.018	1.048	1.039	1.094	1.061	1.199	1.329	1.363	1.309	1.277	1.149
South Urban	1.041	1.041	1.023	1.029	1.042	1.061	1.055	1.143	1.253	1.341	1.343	1.327	1.142
Size A - More than 1,200,000	1.008	1.014	1.007	1.010	1.021	1.039	1.040	1.104	1.204	1.314	1.339	1.331	1.119
Size B - 450,000 to 1,200,000	1.053	1.060	1.041	1.041	1.060	1.074	1.062	1.174	1.276	1.366	1.353	1.332	1.158
Size C - 50,000 to 450,000	1.072	1.060	1.023	1.030	1.044	1.068	1.058	1.152	1.279	1.339	1.327	1.306	1.147
Size D - Non-Metropolitan*	1.080	1.064	1.035	1.074	1.080	1.107	1.094	1.197	1.309	1.379	1.387	1.350	1.180
West Urban	1.003	1.018	1.032	1.051	1.082	1.117	1.137	1.230	1.318	1.389	1.394	1.357	1.180
Size A - More than 1,250,000	0.992	1.008	1.024	1.046	1.085	1.118	1.141	1.232	1.319	1.398	1.395	1.389	1.179
Size C - 50,000 to 330,000	0.990	1.005	1.011	1.039	1.062	1.115	1.126	1.256	1.349	1.414	1.403	1.345	1.177

Unleaded Premium

Population Sizes and Regions	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Average Per Year
U.S. City Average	1.230	1.227	1.218	1.233	1.248	1.271	1.272	1.369	1.467	1.554	1.559	1.537	1.349
Region Area and Size													
Northeast Urban	1.252	1.259	1.242	1.235	1.244	1.282	1.293	1.374	1.498	1.603	1.638	1.628	1.379
Size A - More than 1,200,000	1.250	1.259	1.246	1.239	1.245	1.285	1.299	1.376	1.497	1.614	1.650	1.639	1.383
Size B - 500,000 to 1,200,000	1.278	1.277	1.269	1.260	1.273	1.305	1.307	1.391	1.505	1.596	1.634	1.615	1.393
Size C - 50,000 to 500,000	1.214	1.228	1.170	1.171	1.193	1.227	1.237	1.344	1.488	1.532	1.558	1.567	1.327
North Central Urban	1.277	1.240	1.226	1.275	1.292	1.306	1.283	1.429	1.501	1.569	1.546	1.485	1.369
Size A - More than 1,200,000	1.322	1.289	1.265	1.317	1.337	1.346	1.329	1.447	1.516	1.585	1.577	1.519	1.404
Size B - 360,000 to 1,200,000	1.262	1.182	1.156	1.191	1.217	1.234	1.196	1.417	1.494	1.580	1.525	1.451	1.325
Size C - 50,000 to 360,000	1.196	1.133	1.104	1.184	1.192	1.219	1.173	1.385	1.475	1.538	1.499	1.411	1.292
Size D - Non-Metropolitan*	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
South Urban	1.208	1.203	1.193	1.206	1.219	1.236	1.232	1.321	1.425	1.517	1.520	1.504	1.316
Size A - More than 1,200,000	1.190	1.193	1.185	1.200	1.208	1.227	1.229	1.296	1.387	1.497	1.519	1.507	1.303
Size B - 450,000 to 1,200,000	1.205	1.209	1.210	1.215	1.233	1.245	1.240	1.340	1.436	1.532	1.525	1.506	1.325
Size C - 50,000 to 450,000	1.250	1.240	1.191	1.200	1.211	1.233	1.225	1.320	1.446	1.515	1.499	1.488	1.318
Size D - Non-Metropolitan*	1.227	1.212	1.160	1.214	1.229	1.241	1.234	1.365	1.479	1.547	1.556	1.522	1.332
West Urban	1.206	1.214	1.232	1.245	1.272	1.298	1.318	1.401	1.479	1.548	1.557	1.552	1.360
Size A - More than 1,250,000	1.197	1.214	1.234	1.249	1.280	1.304	1.326	1.410	1.481	1.557	1.559	1.551	1.364
Size C - 50,000 to 330,000	1.173	1.177	1.186	1.216	1.234	1.281	1.307	1.409	1.502	1.542	1.540	1.513	1.340

* less than 50,000

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population groups are Standard Metropolitan Statistical Areas as defined by BLS and the U.S. Census Bureau.

Wholesale Price Trends Through 1990

	Refinery Products in Eight Refinery Markets Representing Total U.S.						Crude	
					Average four products			
Year	Motor Gasoline ¢/gal.	Kerosine ¢/gal.	Light Fuel ¢/gal.	Heavy Fuel ¢/gal.	¢/gal.	$/bbl.	Eight 8 areas $/bbl.	Products vs. Crude $/bbl.
1990 (a)	$72.13	$73.37	$67.82	$50.99	$65.20	$27.38	$19.91	$7.47
1989	59.15	60.78	56.02	40.87	43.76	18.38	15.85	2.53
1988	50.31	50.72	46.10	38.72	46.22	19.41	12.58	6.83
1987	53.22	56.75	52.25	45.36	50.89	21.37	15.41	5.96
1986	47.74	49.92	44.91	36.23	43.97	18.47	12.51	5.96
1985	81.11	81.69	76.66	56.41	73.06	30.69	24.09	6.60
1984	81.14	84.75	79.62	59.14	74.49	31.29	25.88	5.41
1983	86.97	85.12	80.05	57.30	76.94	32.31	26.19	6.12
1982	94.56	97.18	91.95	57.80	83.27	34.97	28.52	6.45
1981	101.63	101.03	97.20	61.17	88.75	37.28	31.77	5.51

(a) Preliminary.

Source: Independent Petroleum Assn. of America. Product figures reflect trends in prices but not the actual sales realization for producers or refiners.

Retail Gasoline Prices by Months and Grades

All Types

Selected Local Areas	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Avg. Per Year
Chicago-Gary-Lake County, IL, IN, WI	$1.236	$1.212	$1.173	$1.233	$1.250	$1.282	$1.258	$1.374	$1.425	$1.534	$1.531	$1.502	$1.334
Los Angeles-Anaheim-Riverside, CA	0.957	0.988	1.014	1.030	1.080	1.103	1.133	1.282	1.346	1.416	1.421	1.407	1.181
N.Y.-Northern N.J.-Long Island, NY, NJ, CT	1.122	1.125	1.101	1.096	1.101	1.155	1.178	1.229	1.355	1.486	1.527	1.521	1.250
Phil.-Wilmington-Trenton, PA, NJ, DE, MD	1.105	1.115	1.108	1.108	1.118	1.148	1.154	1.228	1.360	1.484	1.506	1.508	1.245
San Francisco-Oakland-San Jose, CA	1.053	1.070	1.091	1.115	1.161	1.193	1.211	1.295	1.352	1.417	1.449	1.470	1.240
Baltimore, MD	1.150	1.152	1.146	1.139	1.140	1.147	1.150	1.186	1.294	1.435	1.456	1.460	1.238
Boston-Lawrence-Salem, MA, NH	1.115	1.132	1.127	1.116	1.117	1.120	1.131	1.280	1.383	1.490	1.542	1.505	1.255
Cleveland-Akron-Lorain, OH	1.149	1.114	1.082	1.093	1.132	1.157	1.138	1.267	1.371	1.461	1.429	1.374	1.231
Miami-Fort Lauderdale, FL	1.073	1.086	1.085	1.092	1.093	1.106	1.103	1.162	1.224	1.333	1.362	1.368	1.174
St. Louis-East St. Louis, MO, IL	1.027	1.012	0.982	1.037	1.041	1.075	1.053	1.136	1.266	1.342	1.328	1.285	1.132
Washington, DC, MD, VA	1.234	1.231	1.228	1.226	1.229	1.241	1.242	1.306	1.393	1.521	1.540	1.547	1.328
Dallas-Fort Worth, TX	0.952	0.996	0.985	1.003	1.024	1.058	1.058	1.102	1.234	1.334	1.418	1.402	1.134
Detroit-Ann Arbor, MI	1.064	1.050	0.991	1.087	1.087	1.112	1.066	1.203	1.328	1.400	1.380	1.303	1.173
Houston-Galveston-Brazoria, TX	1.027	1.056	1.051	1.058	1.075	1.100	1.107	1.145	1.265	1.385	1.424	1.415	1.176
Pittsburgh-Beaver Valley, PA	1.024	1.027	1.007	1.014	1.032	1.066	1.059	1.164	1.269	1.358	1.385	1.376	1.148

Leaded Regular

Selected Local Areas	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Avg. Per Year
Chicago-Gary-Lake County, IL, IN, WI	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Los Angeles-Anaheim-Riverside, CA	0.913	0.949	0.973	0.987	1.030	1.060	1.100	1.201	1.270	1.332	1.338	1.322	1.123
N.Y.-Northern N.J.-Long Island, NY, NJ, CT	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Phil.-Wilmington-Trenton, PA, NJ, DE, MD	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
San Francisco-Oakland-San Jose, CA	0.938	0.962	0.974	1.003	1.046	1.075	1.097	1.179	1.258	1.309	1.343	1.369	1.129
Baltimore, MD	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Boston-Lawrence-Salem, MA, NH	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Cleveland-Akron-Lorain, OH	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Miami-Fort Lauderdale, FL	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
St. Louis-East St. Louis, MO, IL	1.003	0.978	0.953	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.978
Washington, DC, MD, VA	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Dallas-Fort Worth, TX	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Detroit-Ann Arbor, MI	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Houston-Galveston-Brazoria, TX	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Pittsburgh-Beaver Valley, PA	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Unleaded Regular

Selected Local Areas	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Avg. Per Year
Chicago-Gary-Lake County, IL, IN, WI	1.190	1.165	1.109	1.169	1.188	1.227	1.199	1.314	1.364	1.479	1.478	1.456	1.278
Los Angeles-Anaheim-Riverside, CA	0.927	0.955	0.983	1.002	1.056	1.076	1.103	1.218	1.289	1.361	1.363	1.350	1.140
N.Y.-Northern N.J.-Long Island, NY, NJ, CT	1.041	1.040	1.003	0.998	1.003	1.056	1.081	1.135	1.261	1.395	1.439	1.428	1.157
Phil.-Wilmington-Trenton, PA, NJ, DE, MD	0.995	1.007	0.994	0.993	1.004	1.039	1.043	1.121	1.263	1.381	1.409	1.414	1.056
San Francisco-Oakland-San Jose, CA	1.048	1.062	1.088	1.112	1.164	1.199	1.213	1.291	1.349	1.420	1.453	1.480	1.240
Baltimore, MD	1.081	1.074	1.065	1.059	1.058	1.067	1.069	1.101	1.216	1.357	1.373	1.377	1.158
Boston-Lawrence-Salem, MA, NH	1.040	1.063	1.055	1.040	1.043	1.052	1.057	1.210	1.322	1.427	1.475	1.442	1.186
Cleveland-Akron-Lorain, OH	1.102	1.065	1.032	1.039	1.073	1.101	1.080	1.211	1.318	1.414	1.382	1.328	1.179
Miami-Fort Lauderdale, FL	1.000	1.010	1.013	1.019	1.018	1.028	1.022	1.085	1.147	1.258	1.284	1.299	1.099
St. Louis-East St. Louis, MO, IL	0.982	0.970	0.936	0.991	0.998	1.032	1.007	1.090	1.222	1.281	1.266	1.227	1.084
Washington, DC, MD, VA	1.149	1.144	1.142	1.135	1.141	1.156	1.157	1.226	1.321	1.449	1.460	1.459	1.250
Dallas-Fort Worth, TX	0.950	0.959	0.944	0.962	0.988	1.022	1.020	1.063	1.196	1.300	1.365	1.349	1.093
Detroit-Ann Arbor, MI	1.047	1.042	0.980	1.070	1.068	1.095	1.049	1.179	1.309	1.382	1.364	1.290	1.156
Houston-Galveston-Brazoria, TX	0.972	1.005	0.998	1.000	1.018	1.043	1.054	1.087	1.209	1.325	1.360	1.358	1.119
Pittsburgh-Beaver Valley, PA	0.994	0.997	0.975	0.982	1.001	1.037	1.028	1.135	1.242	1.329	1.356	1.346	1.119

Unleaded Premium

Selected Local Areas	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Avg. Per Year
Chicago-Gary-Lake County, IL, IN, WI	1.415	1.395	1.305	1.364	1.381	1.404	1.388	1.500	1.556	1.661	1.660	1.618	1.471
Los Angeles-Anaheim-Riverside, CA	1.147	1.176	1.203	1.214	1.253	1.272	1.302	1.396	1.455	1.530	1.528	1.516	1.333
N.Y.-Northern N.J.-Long Island, NY, NJ, CT	1.253	1.264	1.240	1.236	1.242	1.300	1.317	1.368	1.496	1.618	1.650	1.647	1.386
Phil.-Wilmington-Trenton, PA, NJ, DE, MD	1.242	1.243	1.243	1.235	1.246	1.273	1.276	1.342	1.463	1.589	1.632	1.626	1.368
San Francisco-Oakland-San Jose, CA	1.171	1.186	1.206	1.236	1.271	1.303	1.325	1.419	1.451	1.522	1.551	1.559	1.350
Baltimore, MD	1.246	1.245	1.242	1.235	1.238	1.244	1.247	1.289	1.395	1.532	1.557	1.556	1.336
Boston-Lawrence-Salem, MA, NH	1.245	1.268	1.266	1.250	1.247	1.252	1.268	1.408	1.514	1.621	1.673	1.637	1.387
Cleveland-Akron-Lorain, OH	1.310	1.280	1.248	1.271	1.316	1.332	1.308	1.427	1.525	1.598	1.566	1.510	1.391
Miami-Fort Lauderdale, FL	1.169	1.187	1.180	1.188	1.192	1.208	1.209	1.263	1.331	1.438	1.470	1.464	1.275
St. Louis-East St. Louis, MO, IL	1.252	1.240	1.212	1.246	1.254	1.283	1.268	1.328	1.469	1.479	1.470	1.418	1.327
Washington, DC, MD, VA	1.423	1.425	1.418	1.427	1.421	1.427	1.426	1.475	1.544	1.672	1.710	1.734	1.509
Dallas-Fort Worth, TX	1.112	1.114	1.111	1.133	1.150	1.183	1.190	1.235	1.363	1.451	1.502	1.485	1.252
Detroit-Ann Arbor, MI	1.194	1.139	1.128	1.216	1.226	1.235	1.186	1.380	1.473	1.533	1.502	1.393	1.301
Houston-Galveston-Brazoria, TX	1.165	1.191	1.186	1.195	1.211	1.240	1.238	1.291	1.400	1.528	1.581	1.556	1.315
Pittsburgh-Beaver Valley, PA	1.183	1.189	1.178	1.178	1.196	1.218	1.221	1.317	1.415	1.512	1.537	1.526	1.306

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a) These prices are in $/gal., include federal and state taxes and are representative of full-service, self-service and mini-service. The related local areas and population groups are Standard Metropolitan Statistical Areas as defined by BLS and the U.S. Census Bureau.
Source: Bureau of Labor Statistics, Dept. of Commerce.

Supplier Gasoline Prices, by Type of Seller

(¢ per gal., excluding taxes)

Year Month	Major Refiners			Other Refiners			Average		
	Sales to End-Users			Sales to End-Users			Sales to End-Users		
	Through Company Outlets	Through Other End-Users	Sales for Resale	Through Company Outlets	Through Other End-Users	Sales for Resale	Through Company Outlets	Through Other End-Users	Sales for Resale
1990									
January	80.3	69.8	70.6	75.6	66.6	64.2	79.2	68.8	69.2
February	77.9	68.1	68.5	74.3	66.9	62.3	77.0	67.8	67.2
March	76.5	66.6	67.6	72.4	65.5	61.8	75.5	66.3	66.3
April	79.0	71.0	70.9	75.8	69.3	65.6	78.2	70.6	69.7
May	81.4	73.7	73.9	78.1	72.2	68.5	80.6	73.3	72.6
June	82.5	74.2	73.8	79.7	NA	67.1	81.8	73.8	72.2
July	82.0	71.1	72.3	79.0	65.9	65.1	81.3	69.4	70.6
August	92.6	85.0	86.1	92.8	84.1	84.0	92.7	84.8	85.6
September	101.3	96.7	95.3	101.5	85.3	93.7	101.4	92.8	95.0
October	109.5	100.4	100.0	107.7	98.9	93.8	109.1	100.1	98.6
November	108.2	97.1	97.3	105.9	95.0	89.4	107.6	96.7	95.4
December	99.9	82.8	82.3	97.5	81.2	73.0	99.3	82.5	80.3
1990 Avg.	**89.3**	**79.6**	**79.9**	**87.0**	**75.4**	**74.0**	**88.7**	**78.4**	**78.6**
1989									
January	67.5	56.4	57.9	62.7	51.8	51.0	66.4	54.7	56.3
February	68.0	58.1	58.8	63.1	53.3	52.6	66.8	56.1	57.4
March	70.2	60.8	62.4	65.5	58.1	57.0	69.1	59.8	61.2
April	82.8	74.9	75.0	79.9	75.9	70.4	82.1	75.3	74.0
May	87.0	77.5	77.5	83.8	74.0	72.3	86.2	76.2	76.3
June	85.9	75.4	75.2	82.4	73.7	69.4	85.1	74.8	73.8
July	83.5	70.3	70.6	80.8	65.7	63.7	82.9	68.5	69.0
August	78.1	63.5	64.5	75.4	58.9	56.6	77.5	61.8	62.7
September	76.1	66.1	66.9	73.5	64.2	61.7	75.5	65.5	65.7
October	76.0	66.0	65.6	72.9	63.6	59.7	75.3	65.2	64.2
November	74.2	62.6	62.9	70.3	59.8	56.2	73.3	61.9	61.4
December	73.6	61.7	63.0	69.2	59.9	56.4	72.6	61.3	61.6
1989 Avg.	**77.1**	**66.2**	**66.8**	**73.5**	**63.3**	**60.8**	**76.3**	**65.2**	**65.4**
1988 Avg.	**69.2**	**57.8**	**59.3**	**65.2**	**54.1**	**52.7**	**68.1**	**56.4**	**57.7**
1987 Avg.	**68.7**	**59.2**	**60.1**	**65.3**	**55.2**	**55.0**	**67.8**	**57.5**	**58.9**
1986 Avg.	**64.1**	**57.6**	**54.4**	**61.2**	**52.7**	**48.7**	**63.2**	**55.8**	**53.1**
1984 Avg.	**92.0**	**85.7**	**84.2**	**90.0**	**84.9**	**80.2**	**91.4**	**85.6**	**83.2**

Source: Energy Information Administration, Petroleum Marketing Monthly, Table 13, March 1991.

Supplier Gasoline Prices, by Grade and Type

(¢ per gal., excluding taxes)

Year Month	Leaded Regular			Unleaded Regular			Unleaded Midgrade			Premium		
	Sales to End-Users			Sales to End-Users			Sales to End-Users			Sales to End-Users		
	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale	Through Company Outlets	Other End-Users	Sales for Resale
1990												
January	71.3	64.4	63.8	74.4	66.8	65.5	84.1	74.5	73.1	91.6	77.5	78.9
February	71.1	65.7	63.2	72.3	65.4	63.4	80.7	71.3	70.4	89.2	76.3	77.4
March	71.3	66.3	64.0	70.5	63.9	62.6	78.6	69.5	68.6	87.8	74.5	76.0
April	73.6	68.0	67.5	73.4	68.0	66.0	81.4	73.8	71.9	90.3	77.6	79.4
May	75.9	71.3	70.3	75.9	70.5	69.1	83.8	76.7	74.7	92.6	81.6	82.6
June	78.7	NA	71.5	77.1	71.6	68.4	84.9	73.7	74.0	94.0	82.1	82.9
July	80.1	NA	71.0	76.3	67.0	66.5	83.9	75.1	72.5	93.6	77.8	82.0
August	89.8	81.5	85.1	89.1	82.4	82.8	95.9	88.8	87.2	104.2	93.9	94.9
September	96.9	NA	92.9	98.1	91.7	92.5	105.4	100.1	97.1	113.5	100.6	104.5
October	103.1	97.5	96.2	105.9	98.0	95.7	114.0	104.2	102.7	121.8	109.4	109.8
November	103.1	94.7	93.2	104.2	94.5	92.5	112.5	100.1	99.6	120.3	105.0	106.7
December	97.3	82.2	80.4	95.8	80.3	77.2	103.4	85.3	84.2	110.8	91.1	91.4
1990 Avg.	**83.4**	**72.3**	**75.4**	**85.3**	**76.5**	**75.8**	**92.4**	**84.0**	**81.4**	**98.9**	**85.6**	**87.4**
1989												
January	60.1	51.6	52.4	61.9	52.5	52.4	71.7	64.0	62.3	78.3	63.8	66.7
February	61.1	55.0	54.0	62.3	53.9	53.5	71.4	64.1	62.9	78.8	65.1	67.3
March	64.0	60.6	58.6	64.7	57.4	57.5	73.0	60.3	64.6	80.8	69.3	70.5
April	78.5	76.9	72.7	78.6	72.6	70.6	85.3	81.9	75.3	92.7	83.9	83.6
May	82.5	74.8	74.1	82.6	73.7	73.0	89.3	83.7	78.7	97.1	84.9	86.0
June	81.5	74.3	72.3	81.2	72.6	70.4	88.2	79.9	76.3	96.4	82.9	83.2
July	80.1	67.1	67.8	78.6	66.3	65.3	85.4	72.0	71.7	94.2	77.3	79.2
August	75.0	59.5	60.0	72.9	59.4	58.8	79.7	68.8	66.2	89.1	69.9	73.1
September	71.8	64.1	63.6	70.9	63.2	62.1	78.0	70.0	68.5	87.1	73.2	75.2
October	70.9	63.4	61.7	70.6	63.1	60.5	77.9	67.7	67.0	86.9	72.4	74.0
November	68.6	61.1	58.9	68.3	59.5	57.5	76.2	65.4	64.3	85.1	69.5	71.0
December	67.4	60.9	58.3	67.3	58.7	57.5	75.5	64.7	64.7	84.6	69.7	71.0
1989 Avg.	**71.6**	**64.4**	**63.1**	**72.0**	**62.9**	**61.8**	**79.6**	**69.5**	**68.6**	**87.4**	**73.7**	**74.9**
1988 Avg.	**62.4**	**55.5**	**54.8**	**64.9**	**55.0**	**54.8**	**NA**	**NA**	**NA**	**79.4**	**64.9**	**67.2**
1987 Avg.	**62.3**	**57.4**	**56.5**	**65.9**	**56.4**	**56.9**	**NA**	**NA**	**NA**	**79.0**	**65.4**	**67.1**
1986 Avg.	**57.8**	**54.4**	**50.1**	**62.4**	**54.9**	**52.2**	**NA**	**NA**	**NA**	**74.8**	**63.0**	**61.0**
1984 Avg.	**85.1**	**82.8**	**79.5**	**92.2**	**86.5**	**84.2**	**N/A**	**N/A**	**N/A**	**102.1**	**93.7**	**91.6**

Source: Energy Information Administration, Petroleum Marketing Monthly, Table 11, March 1991.

Supplier Product Prices for Resale

(¢ per gal., excluding taxes)

Year Month	Motor Gasolines	Aviation Gasolines	Kerosine-Type Jet Fuel	Propane (Consumer Grade)	Kerosine	No. 1 Distillate	No. 2 Distillate: No. 2 Fuel Oil	No. 2 Distillate: No. 2 Diesel Oil	No. 2 Distillate: Average	No. 4 Fuel (a)	Residual Fuel Oil
1990											
January	69.2	96.8	77.0	54.5	87.0	78.6	73.8	69.3	71.7	65.3	48.1
February	67.2	95.0	66.9	34.0	67.9	65.8	57.7	57.1	57.4	53.6	38.2
March	66.3	93.8	61.7	27.1	64.8	67.2	57.9	57.7	57.8	51.6	34.4
April	69.7	96.4	59.9	25.2	62.4	66.2	57.5	57.5	57.5	50.4	33.3
May	72.6	97.4	57.4	24.0	59.2	62.8	54.5	55.4	55.0	43.5	30.5
June	72.2	99.6	54.8	24.9	53.9	57.6	49.4	50.5	50.1	44.0	27.2
July	70.6	100.2	56.0	27.3	57.1	59.9	51.9	52.0	51.9	43.4	29.1
August	85.6	110.4	71.3	36.3	80.7	82.5	72.1	73.7	73.0	63.3	44.4
September	95.0	122.3	93.2	43.6	100.4	96.9	85.2	87.3	86.3	62.5	50.8
October	98.6	127.9	114.4	53.5	115.6	112.0	95.0	99.4	97.3	74.9	57.3
November	95.4	126.2	107.0	50.5	106.5	107.1	90.7	93.6	92.1	79.6	55.6
December	80.3	116.1	90.3	44.5	92.6	89.5	81.0	79.9	80.5	72.1	49.2
1990 Average	**78.6**	**106.3**	**77.3**	**38.6**	**83.9**	**84.5**	**69.7**	**69.4**	**69.6**	**58.5**	**41.2**
1989											
January	56.3	84.8	56.2	24.0	63.1	59.7	53.2	51.1	52.3	45.7	32.8
February	57.4	86.0	55.4	22.7	59.5	58.2	51.1	52.8	51.9	43.5	33.2
March	61.2	86.6	56.5	22.5	61.3	61.8	54.4	56.0	55.2	44.0	32.1
April	74.0	94.2	59.5	22.7	60.3	66.9	56.5	59.5	58.1	56.0	38.1
May	76.3	101.8	56.6	22.1	55.9	62.0	52.6	54.0	53.4	43.9	37.6
June	73.8	101.3	54.4	21.4	53.8	57.9	49.6	50.8	50.3	46.7	35.5
July	69.0	100.9	53.5	20.7	57.0	58.5	50.4	50.5	50.5	44.1	35.7
August	62.7	97.7	54.5	21.7	59.9	60.9	51.2	52.4	51.9	41.6	34.4
September	65.7	96.2	58.6	23.1	63.6	66.8	56.4	58.5	57.6	49.1	35.1
October	64.2	93.3	63.2	24.4	67.5	69.9	60.1	62.2	61.3	51.1	36.9
November	61.4	92.5	63.4	24.3	68.5	70.9	60.4	62.0	61.2	50.3	36.6
December	61.6	92.8	67.3	36.4	81.7	78.2	72.8	68.4	70.8	58.1	42.1
1989 Average	**65.4**	**95.0**	**58.3**	**24.7**	**66.9**	**66.8**	**56.5**	**56.7**	**56.6**	**48.0**	**36.0**
1988 Average	**57.7**	**85.0**	**49.5**	**24.0**	**54.9**	**54.9**	**47.3**	**47.3**	**47.3**	**42.5**	**0.0**
1987 Average	**58.9**	**85.9**	**53.8**	**25.2**	**59.2**	**59.9**	**52.7**	**53.4**	**53.1**	**46.2**	**38.5**
1986 Average	**53.1**	**91.2**	**49.5**	**29.0**	**60.6**	**57.9**	**48.6**	**45.2**	**47.0**	**40.9**	**30.5**
1984 Average	**83.2**	**116.5**	**83.0**	**45.0**	**91.6**	**89.2**	**82.1**	**80.3**	**81.3**	**70.7**	**65.4**
1982 Average	**97.3**	**122.8**	**95.3**	**42.7**	**101.8**	**103.8**	**91.4**	**91.4**	**91.4**	**73.7**	**61.2**

Source: Energy Information Administration, Petroleum Marketing Monthly, Table 4, March 1991.

Supplier Product Prices for End-Users

(¢ per gal., excluding taxes)

Year Month	Motor Gasoline	Aviation Gasoline	Kerosine-Type Jet Fuel	Propane (Consumer Grade)	Kerosine	No. 1 Distillate	No. 2 Distillate: No. 2 Fuel Oil	No. 2 Distillate: No. 2 Diesel Oil	No. 2 Distillate: Average	No. 4 Fuel (a)	Residual Fuel Oil
1990											
January	78.6	102.0	79.7	94.5	99.9	81.5	81.0	76.4	77.4	71.8	52.0
February	76.5	102.4	68.9	81.2	81.2	66.6	63.9	61.9	62.2	57.1	43.6
March	75.0	100.9	63.5	71.5	82.3	67.6	62.4	60.6	60.8	55.0	40.1
April	77.8	101.4	61.1	68.5	74.2	67.1	61.6	60.2	60.4	50.6	35.5
May	80.1	103.5	58.1	54.8	65.4	64.9	57.4	58.4	58.3	48.3	34.1
June	81.3	104.0	55.6	57.4	58.5	61.9	51.5	54.0	53.6	45.0	30.4
July	80.6	103.6	55.3	55.6	59.3	63.5	53.6	54.9	54.7	43.9	31.9
August	92.2	112.6	70.3	64.7	87.4	82.5	74.1	76.1	75.9	65.4	44.1
September	100.9	125.4	91.2	72.5	101.8	94.4	87.3	88.4	88.3	73.1	50.7
October	108.6	134.4	115.8	77.1	118.7	107.6	99.5	101.0	100.8	87.0	60.5
November	107.1	131.7	108.8	84.6	116.7	104.3	93.5	96.0	95.6	84.4	58.7
December	98.5	122.5	92.2	NA	107.7	96.0	86.9	85.8	86.0	81.3	55.4
1990 Average	**88.2**	**111.9**	**76.7**	**74.0**	**90.0**	**82.4**	**73.2**	**72.5**	**72.6**	**62.2**	**44.4**
1989											
January	65.6	89.2	56.2	65.6	71.4	60.5	56.7	53.5	54.1	48.9	35.4
February	66.1	89.7	57.0	66.8	72.2	59.1	55.6	54.3	54.5	48.3	34.3
March	68.4	90.6	57.9	63.8	67.6	61.8	57.1	57.0	57.0	49.1	36.1
April	81.7	99.1	60.6	55.9	66.2	67.6	59.2	61.0	60.8	53.0	40.3
May	85.5	107.0	58.1	55.4	59.7	63.8	54.8	57.1	56.9	50.3	40.5
June	84.5	107.1	56.2	49.0	53.9	60.1	50.3	53.4	52.9	46.4	39.1
July	82.0	105.5	54.7	54.9	55.3	58.5	51.9	53.1	52.9	46.1	38.5
August	76.6	101.9	55.1	57.4	58.0	58.7	52.7	53.7	53.6	46.2	36.8
September	74.9	100.7	58.9	59.0	66.8	67.1	57.3	59.5	59.1	50.0	36.5
October	74.7	100.4	63.8	59.9	73.6	70.4	61.7	63.7	63.5	53.6	38.8
November	72.7	98.6	64.4	58.4	77.7	71.8	62.6	64.5	64.2	53.8	39.3
December	72.1	97.3	68.1	74.4	90.0	79.3	76.0	71.3	72.3	64.3	45.7
1989 Average	**75.6**	**99.5**	**59.2**	**61.5**	**70.9**	**66.1**	**58.7**	**58.5**	**58.5**	**51.2**	**38.5**
1988 Average	**67.3**	**89.1**	**51.3**	**71.4**	**73.8**	**56.4**	**56.4**	**55.0**	**50.7**	**46.1**	**33.4**
1987 Average	**66.9**	**90.7**	**54.3**	**70.1**	**77.0**	**60.4**	**58.1**	**55.1**	**55.6**	**51.3**	**42.3**
1986 Average	**62.4**	**101.1**	**52.9**	**74.5**	**79.0**	**62.0**	**56.0**	**47.8**	**49.1**	**48.9**	**34.3**
1984 Average	**90.7**	**123.4**	**84.2**	**73.7**	**103.6**	**92.7**	**91.6**	**82.3**	**83.7**	**79.6**	**68.7**
1982 Average	**106.0**	**131.2**	**96.3**	**59.2**	**108.9**	**102.3**	**90.5**	**94.2**	**92.5**	**75.0**	**67.6**

(a) Includes No. 4 fuel and No. 4 diesel fuel.
Source: Energy Information Administration, Petroleum Marketing Monthly, Table 2, March, 1991.

Residential No. 2 Distillate Fuel Oil Prices

(¢ per gal., excluding taxes)

Year	Conn.	Maine	Mass.	N.H.	R.I.	Vt.	Del.	D.C.	Md.	N.J.	N.Y.	Pa.	Va.
1990													
January	119.8	115.4	116.9	118.6	122.6	121.5	119.8	119.0	120.0	117.3	122.2	113.7	118.1
February	100.8	84.8	99.7	96.0	98.5	98.4	97.1	104.9	101.4	99.5	103.1	93.4	101.7
March	97.7	83.4	98.6	92.9	97.3	95.6	93.2	94.4	98.8	98.5	101.6	90.3	96.8
April	96.3	82.9	95.1	89.9	95.9	94.2	91.8	93.1	97.5	96.5	100.2	87.6	95.8
May	92.7	81.0	92.4	86.9	93.9	91.7	89.9	94.2	95.0	94.4	99.2	84.4	90.6
June	87.0	76.2	88.9	82.8	89.1	86.9	83.2	93.2	89.5	88.6	94.8	78.3	88.2
July	85.4	74.2	88.0	80.7	86.9	85.4	77.9	97.6	86.2	85.4	93.3	74.3	89.7
August	104.1	97.7	102.3	99.2	102.3	97.4	93.1	107.1	100.2	102.1	102.6	92.5	102.4
September	114.7	118.3	117.1	110.9	115.8	114.6	111.2	116.1	115.8	114.3	116.3	108.9	114.8
October	128.2	126.0	126.7	120.0	120.0	124.1	122.3	134.9	130.6	126.9	128.8	122.6	128.3
November	128.1	116.3	122.7	116.0	119.8	123.4	118.8	134.3	130.4	125.8	127.8	120.0	126.1
December	124.8	113.0	119.8	110.7	114.8	119.3	113.7	122.4	125.5	120.9	125.1	116.8	122.9
1990 Avg.	**109.8**	**98.4**	**108.2**	**102.9**	**108.5**	**106.9**	**106.0**	**107.9**	**111.9**	**108.6**	**112.3**	**102.1**	**110.5**
1989													
January	88.4	85.6	87.1	83.0	87.5	86.0	82.4	94.0	88.1	87.3	91.0	81.6	82.6
February	88.7	87.4	86.3	83.8	88.3	86.9	81.8	95.1	88.8	87.0	92.2	82.2	82.3
March	89.8	88.3	88.1	84.8	90.0	87.8	82.9	96.0	89.4	88.9	93.4	83.2	82.5
April	89.4	87.4	87.8	83.2	89.9	87.5	84.8	95.4	90.3	87.8	93.8	83.2	82.1
May	88.1	81.0	86.8	83.1	88.8	86.4	83.4	92.1	89.6	87.2	92.9	82.2	81.5
June	85.6	73.5	83.4	79.5	87.6	84.3	80.3	92.0	88.4	83.0	92.0	77.6	79.6
July	84.9	72.1	81.1	77.8	85.4	82.9	79.0	90.7	86.5	82.3	90.9	74.1	78.4
August	84.6	70.0	81.1	78.2	84.1	82.0	78.8	90.1	85.7	80.1	90.1	72.6	77.9
September	85.2	74.6	84.9	79.4	86.5	82.6	78.8	91.4	83.1	81.8	86.6	74.2	79.7
October	88.9	82.7	88.5	83.2	90.3	85.3	82.4	92.0	88.2	87.3	91.0	78.9	84.0
November	90.3	86.7	91.1	87.5	92.3	86.1	86.1	94.7	91.1	89.7	93.7	81.6	86.0
December	112.5	106.0	115.2	112.1	114.0	109.8	111.6	110.8	110.6	108.5	113.0	103.1	105.2
1989 Avg.	**92.9**	**89.4**	**92.6**	**89.3**	**93.9**	**90.5**	**88.2**	**96.6**	**93.8**	**91.8**	**95.8**	**85.1**	**87.0**
1988 Avg.	**85.3**	**77.7**	**82.1**	**78.2**	**83.8**	**82.6**	**80.1**	**91.6**	**87.0**	**84.8**	**86.3**	**77.8**	**80.5**
1986 Avg.	**89.0**	**74.4**	**82.1**	**75.9**	**82.8**	**86.6**	**85.0**	**93.1**	**91.4**	**90.2**	**91.1**	**81.4**	**86.6**
1984 Avg.	**112.1**	**103.9**	**111.6**	**108.4**	**111.4**	**111.9**	**109.6**	**118.7**	**113.5**	**111.0**	**115.5**	**107.9**	**110.5**

Supplier Prices of No. 2 Distillate Fuel Oil

(¢ per gal., excluding taxes)

	Sales to End-Users						
	To Residential Consumers(a)	To Commercial/ Institutional Consumers	To Industrial Consumers	Sales Through Company Outlets(b)	To Other End-Users(c)	Average	Sales for Resale
1990							
January	114.0	80.2	80.4	89.4	80.8	92.0	74.0
February	96.3	64.1	66.5	75.7	69.0	76.3	59.0
March	94.7	62.7	65.6	71.4	69.1	73.2	58.6
April	93.1	62.1	65.3	71.1	70.0	71.2	58.2
May	90.7	59.4	63.6	69.5	67.7	67.0	55.7
June	86.4	55.1	59.1	66.4	63.3	61.9	50.9
July	83.8	56.7	60.0	66.7	64.2	62.8	52.8
August	98.8	78.0	83.0	88.5	86.5	84.6	73.8
September	113.7	90.1	95.6	100.2	99.2	97.1	86.6
October	125.4	101.6	106.1	111.1	110.5	108.6	97.5
November	123.4	96.7	100.0	107.5	105.9	105.5	92.0
December	119.0	87.7	89.5	98.0	94.7	99.5	81.5
1990 Average	**106.1**	**75.2**	**78.0**	**85.2**	**82.0**	**84.1**	**70.7**
1989							
January	84.9	57.1	59.2	63.5	58.9	67.8	53.2
February	85.5	56.9	59.7	64.3	61.6	68.7	52.5
March	87.1	59.4	62.6	66.1	65.0	69.4	55.6
April	87.8	61.9	64.8	70.7	69.4	69.8	57.8
May	86.6	57.9	60.8	69.1	66.6	65.5	53.7
June	84.1	54.4	57.4	66.4	62.0	60.8	51.1
July	82.1	54.6	56.6	65.1	61.6	60.2	51.2
August	81.5	55.6	58.6	64.4	62.9	61.3	52.5
September	81.5	60.5	64.5	68.2	68.4	66.4	57.7
October	85.6	64.4	68.2	71.3	71.7	70.8	61.3
November	88.3	65.2	68.7	72.4	71.5	72.9	61.5
December	107.6	77.2	78.6	81.3	79.0	89.2	72.1
1989 Average	**90.0**	**60.8**	**63.8**	**68.5**	**66.7**	**69.5**	**57.2**
1988 Average	**81.3**	**51.9**	**54.2**	**61.6**	**58.7**	**61.2**	**48.2**
1987 Average	**80.3**	**56.6**	**59.7**	**64.4**	**63.1**	**64.3**	**53.5**
1986 Average	**83.6**	**51.4**	**53.7**	**59.8**	**56.9**	**61.4**	**48.0**
1984 Average	**109.1**	**85.7**	**87.0**	**92.0**	**89.2**	**92.6**	**81.9**

(a) No. 2 fuel oil only.

(b) No. 2 diesel fuel only.

(c) Sales to "other end users" are all end-user sales not included in the other end-user categories shown, e.g., sales to agricultural customers or utilities.

Source: Energy Information Administration, Petroleum Marketing Monthly, Table 15, March 1991.

For Selected States

(¢ per gal., excluding taxes)

	W. Va.	Ill.	Ind.	Mich.	Minn.	Ohio	Wis.	Idaho	Ark.	Ore.	Wash.	U.S. Avg.
1990												
January	109.2	95.2	99.7	103.5	100.9	96.0	91.6	85.7	98.6	88.7	96.0	114.0
February	89.4	83.2	85.6	92.0	88.1	82.8	83.9	80.8	99.6	83.9	89.0	96.3
March	87.1	83.4	83.1	88.7	85.5	81.2	83.1	80.9	104.2	84.4	88.6	94.7
April	83.7	82.2	83.7	86.5	85.6	80.8	82.9	81.7	97.9	85.1	90.0	93.1
May	83.0	78.3	82.4	83.7	85.2	81.9	81.0	79.4	101.7	84.6	84.3	90.7
June	83.4	73.8	72.8	81.1	80.4	82.6	79.5	74.6	102.1	81.9	85.0	86.4
July	79.2	76.7	74.7	82.4	83.0	81.6	77.5	70.5	97.8	79.3	76.3	83.8
August	98.1	96.9	98.1	100.2	101.6	93.3	92.0	90.7	116.8	95.3	90.0	98.8
September	115.2	N/A	110.4	113.2	111.7	115.2	107.0	108.3	119.3	111.9	115.3	113.7
October	124.4	117.8	123.3	123.9	121.7	120.9	117.1	121.0	128.9	128.2	133.3	125.4
November	[illegible]	113.1	119.1	121.0	119.7	117.0	114.8	127.1	127.5	126.8	134.4	123.4
December	112.8	105.0	111.7	113.5	111.1	111.8	108.2	119.3	128.2	109.0	122.0	119.0
1990 Average	**98.9**	**96.1**	**98.9**	**100.9**	**101.7**	**97.8**	**94.2**	**97.3**	**112.6**	**97.0**	**102.7**	**106.1**
1989												
January	75.8	76.6	77.8	78.8	75.3	77.5	73.9	68.1	86.7	66.3	76.9	84.9
February	76.2	75.8	77.0	79.3	75.7	76.7	74.0	71.5	90.9	76.7	86.0	85.5
March	76.7	76.6	77.6	80.1	77.1	77.5	75.6	78.3	96.0	84.2	92.8	87.1
April	77.0	79.8	79.7	81.5	82.3	79.4	76.3	85.8	99.5	87.3	94.2	87.8
May	77.4	78.5	78.1	81.2	82.1	78.5	78.0	83.5	100.1	79.6	87.3	86.6
June	80.9	77.0	76.5	80.1	81.0	79.3	78.0	80.3	101.5	74.9	77.6	84.1
July	78.1	74.5	77.0	80.3	80.8	79.4	75.7	77.3	105.8	71.1	74.7	82.1
August	73.6	78.4	76.5	79.1	79.4	78.1	75.4	77.2	101.6	71.2	78.2	81.5
September	79.3	77.5	80.1	82.9	80.7	77.5	76.5	80.3	96.0	81.5	83.9	81.5
October	81.7	81.9	83.3	86.4	82.5	78.4	79.5	82.2	97.8	86.4	91.7	85.6
November	83.1	82.8	84.0	88.2	86.1	78.8	82.2	84.9	97.9	86.4	93.4	88.3
December	100.0	93.9	98.6	102.2	95.6	97.2	97.5	84.5	98.1	86.1	93.1	107.6
1989 Average	**83.0**	**80.9**	**83.2**	**85.3**	**82.4**	**81.6**	**81.1**	**77.8**	**96.4**	**80.2**	**87.4**	**90.0**
1988 Average	**74.2**	**77.6**	**75.4**	**77.5**	**73.5**	**74.7**	**73.9**	**68.8**	**86.9**	**70.9**	**78.5**	**81.3**
1986 Average	**74.6**	**NA**	**74.8**	**81.0**	**79.2**	**77.7**	**75.6**	**73.8**	**94.9**	**70.4**	**77.5**	**83.6**
1984 Average	**102.1**	**100.1**	**103.1**	**105.0**	**104.1**	**102.1**	**101.0**	**98.5**	**106.9**	**99.3**	**102.6**	**109.1**

Source: Energy Information Administration, Petroleum Marketing Monthly, Table 16, March 1991.

Supplier Prices of Residual Fuel Oil

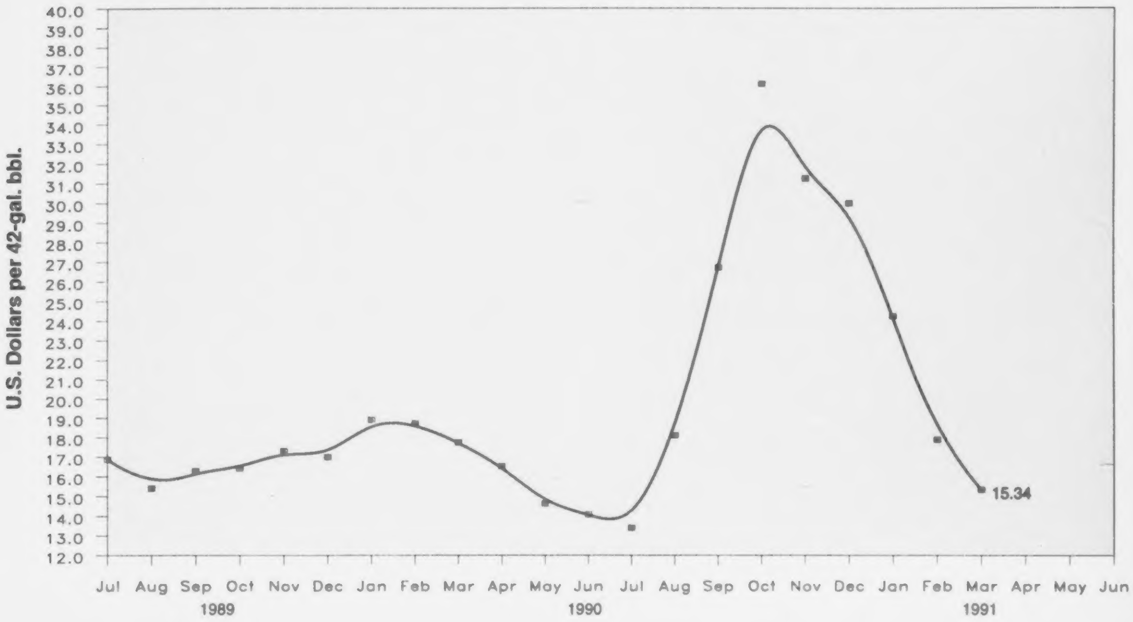
(¢ per gal., excluding taxes)

	Residual Fuel Oil Sulfur Content Less Than or Equal to 1%		Residual Fuel Oil Sulfur Content Greater than 1%		Average	
	Sales to End-Users	Sales for Resale	Sales to End-Users	Sales for Resale	Sales to End-Users	Sales for Resale
1990						
January	60.0	56.0	45.1	41.9	52.0	48.1
February	51.3	44.6	37.2	34.7	43.6	38.2
March	45.3	39.8	35.4	31.2	40.1	34.4
April	39.6	36.1	32.5	31.1	35.5	33.3
May	37.9	34.2	31.4	28.5	34.1	30.5
June	34.2	31.4	27.6	24.8	30.4	27.2
July	36.3	33.4	28.3	25.3	31.9	29.1
August	50.7	49.5	39.5	41.1	44.1	44.4
September	59.4	56.8	46.2	46.1	50.7	50.8
October	68.6	63.4	54.6	53.1	60.5	57.3
November	66.5	63.3	53.9	49.7	58.7	55.6
December	62.1	56.6	50.4	45.0	55.4	49.2
1990 Average	**50.4**	**47.1**	**39.9**	**37.2**	**44.4**	**41.2**
1989						
January	41.7	38.8	30.5	29.1	35.4	32.8
February	39.8	37.0	29.9	30.5	34.3	33.2
March	42.0	38.8	29.7	28.1	36.1	32.1
April	46.6	44.1	34.9	34.2	40.3	38.1
May	46.5	43.6	36.3	34.7	40.5	37.6
June	42.8	39.3	36.2	33.9	39.1	35.5
July	42.1	39.0	35.5	34.0	38.5	35.7
August	39.6	37.3	34.5	33.0	36.8	34.4
September	40.2	38.2	34.2	32.3	36.5	35.1
October	43.2	40.2	35.9	34.5	38.8	36.9
November	44.1	40.5	36.2	34.2	39.3	36.6
December	53.4	47.7	39.5	38.3	45.7	42.1
1989 Average	**43.6**	**40.7**	**34.4**	**33.1**	**38.5**	**36.0**
1988 Average	**37.2**	**33.3**	**30.0**	**27.1**	**33.4**	**30.0**
1987 Average	**44.7**	**41.2**	**39.6**	**36.2**	**42.2**	**36.5**
1986 Average	**37.2**	**32.8**	**31.7**	**28.9**	**34.3**	**30.5**
1984 Average	**72.0**	**68.5**	**65.9**	**63.9**	**68.7**	**65.4**

Source: Energy Information Administration, Petroleum Marketing Monthly, Table 17, May 1991.

World Crude Oil Price Trends

(Average price (FOB), internationally traded only, weighed by estimated volume)



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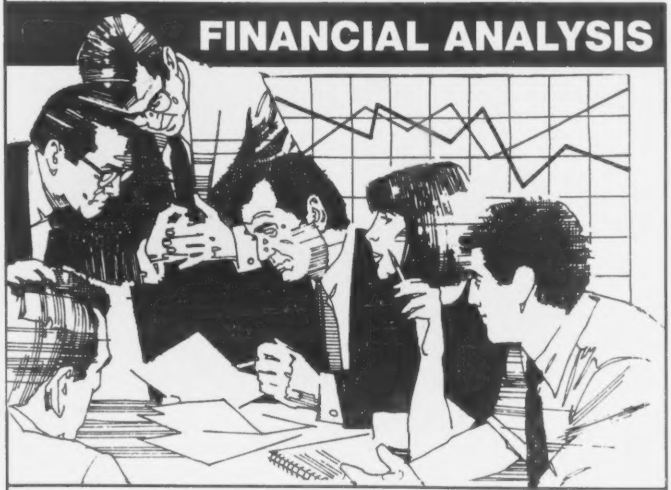

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Spot Market Product Prices

($ per bbl.)

		Motor Gasoline		Gasoil/Heating Oil		Residual Fuel Oil	
		Rotterdam Leaded-Premium (98-Octane)	New York Unleaded Regular (87-Octane)	Rotterdam (0.3% Sulfur)	New York (0.2% Sulfur)	Rotterdam (1% Sulfur)	New York (1% Sulfur)
1990							
Jan.	5	27.90	28.29	32.91	40.53	23.05	25.75
	12	26.26	28.56	26.61	32.45	22.60	25.35
	19	25.56	26.36	23.99	27.03	20.50	24.75
	26	24.50	25.77	22.92	25.45	18.92	20.00
Feb.	2	25.91	26.04	22.79	24.30	18.99	18.65
	9	26.26	25.41	22.92	23.42	18.02	18.00
	16	26.14	25.10	24.26	24.72	17.12	17.75
	23	26.03	24.99	23.66	24.51	16.52	17.65
Mar.	2	25.79	22.72	23.46	23.31	16.37	17.00
	9	25.44	22.89	22.52	24.42	15.02	16.25
	16	24.85	23.52	22.39	24.78	13.51	16.25
	23	25.09	23.63	22.12	24.19	13.21	14.95
	30	27.08	27.20	22.12	24.68	14.41	15.40
Apr.	6	26.85	26.46	22.12	23.98	13.81	15.50
	13	24.62	25.20	21.18	25.03	12.61	14.85
	20	24.74	25.77	21.85	24.51	13.06	14.25
	27	25.67	25.77	21.98	23.88	13.96	14.75
May	4	25.44	25.14	21.45	23.52	13.36	14.60
	11	26.67	27.83	20.78	23.52	13.51	14.50
	18	26.85	27.89	20.91	22.72	13.36	14.55
	25	26.49	26.92	20.24	20.94	12.76	14.55
June	1	26.61	26.78	19.84	21.00	12.16	13.50
	8	25.44	27.20	19.10	20.16	10.96	12.15
	15	25.91	27.45	19.30	20.52	11.56	12.65
	22	25.91	27.55	18.90	20.06	12.01	12.85
	29	26.03	26.04	19.03	20.48	11.86	13.25
July	6	26.96	25.83	18.83	20.20	12.61	13.65
	13	27.55	27.72	20.04	22.09	13.51	14.50
	20	30.48	27.24	22.52	23.25	15.02	16.00
	27	30.48	28.35	23.19	23.73	15.47	16.40
Aug.	3	34.23	29.65	27.21	26.61	18.39	17.50
	10	35.35	33.92	29.42	28.88	19.14	21.25
	17	39.51	37.91	31.23	31.12	19.37	21.50
	24	52.23	46.52	39.81	39.84	25.15	27.00
	31	44.84	37.59	32.44	31.12	22.00	23.25
Sept.	7	50.82	43.93	36.33	36.33	23.57	24.00
	14	49.47	42.53	35.79	34.17	23.05	23.00
	21	49.77	39.06	40.01	37.80	23.05	23.00
	28	51.88	43.05	46.78	43.26	25.15	26.50
Oct.	5	49.30	39.52	45.04	41.20	24.40	26.25
	12	49.71	40.95	47.05	43.09	24.92	26.25
	19	43.73	40.68	40.88	40.05	24.02	26.25
	26	40.74	42.57	40.21	37.80	22.67	24.50
Nov.	2	43.55	42.04	42.49	37.21	23.72	25.40
	9	40.97	41.10	42.90	38.73	22.22	24.25
	16	35.87	34.86	39.81	37.34	22.67	24.75
	23	33.06	33.63	37.80	36.26	22.67	24.25
	30	36.34	35.33	43.16	39.06	24.10	25.35
Dec.	7	31.01	28.22	37.94	34.84	21.92	23.50
	14	28.96	27.43	34.45	32.42	21.62	23.25
	21	30.48	27.75	35.79	33.32	22.07	23.00
	28	31.18	28.62	36.60	34.27	22.07	22.75
1991							
Jan.	4	30.30	27.16	32.44	30.83	21.55	22.50
	11	32.94	31.22	35.39	33.93	22.75	22.25
	18	27.84	25.78	34.72	30.66	18.09	19.75
	25	28.60	26.92	37.20	32.08	18.77	17.50
Feb.	1	29.07	29.48	33.85	30.73	14.71	16.25
	8	29.07	27.38	43.50	32.80	13.59	14.35
	15	28.25	27.80	36.66	30.95	13.81	14.25
	22	26.49	26.64	37.87	28.67	13.44	13.50
Mar.	1	28.25	29.47	25.60	28.66	13.36	13.25
	8	29.78	31.58	26.68	27.68	14.86	13.25
	15	29.07	29.91	22.79	26.04	15.54	15.50

Source: Energy Information Administration, Weekly Petroleum Statistical Reports.

International Prices for Gasoline and Fuel Oil

(U.S. $ per gal. for gasoline, pump retails, distillate and kerosine)
(U.S. $ per bbl. for residual oil)

	1/1/90					1/1/89				
	Automotive Fuels		Residential			Automotive Fuels		Residential		
Country	Premium Gasoline	Diesel Fuel	Distillate	Kerosine	Industrial Residual	Premium Gasoline	Diesel Fuel	Distillate	Kerosine	Industrial Residual
WESTERN HEMISHPERE										
Argentina	$1.28	$0.59	$0.41	$0.31	$9.28	$1.85	$1.17	$0.39	$0.84	N/A
Bolivia	1.46	0.95	0.85	0.75	N/A	1.47	0.97	N/A	1.01	N/A
Brazil	1.41	0.69	0.85	0.79	9.55	1.77	0.97	0.58	1.01	$15.98
Canada*	1.92	1.55	1.09	1.56	23.49	1.65	1.47	1.01	1.54	16.56
Chile	1.21	1.20	1.17	0.96	21.96	1.20	0.94	0.93	0.81	17.57
Dominican Republic	0.94	0.39	N/A	0.39	16.36	0.56	0.40	0.37	0.43	N/A
Ecuador	0.52	0.37	N/A	0.06	11.78	1.80	1.30	1.30	0.30	54.60
El Salvador	1.88	1.05	N/A	1.14	21.00	2.08	1.05	N/A	1.14	21.00
Jamaica	2.02	1.44	N/A	0.78	25.08	1.65	1.20	N/A	0.66	18.75
Mexico	0.88	0.67	0.27	0.63	9.74	0.95	0.74	0.74	0.50	9.04
Panama	1.98	1.19	N/A	1.10	21.21	1.98	1.19	N/A	1.10	21.21
Paraguay	1.33	0.68	N/A	0.81	17.84	1.44	0.72	N/A	0.87	19.08
Peru	1.28	0.39	N/A	0.44	11.28	2.00	0.39	N/A	0.21	12.09
United States*	**1.04	0.99	0.81	1.00	21.84	0.92	0.89	0.63	0.76	15.25
Uruguay	2.50	1.44	0.98	1.16	30.19	2.27	1.30	1.02	1.20	27.18
Venezuela	0.24	0.06	0.04	0.09	1.84	0.39	0.09	N/A	0.13	2.19
WESTERN EUROPE										
Austria*	3.15	2.17	0.80	N/A	17.11	3.02	2.09	1.23	N/A	N/A
Belgium*	3.13	1.76	0.96	0.87	14.93	2.80	1.50	0.75	N/A	15.16
Denmark*	3.64	1.04	2.32	1.84	20.83	3.90	1.10	2.37	N/A	23.00
Finland*	3.40	2.29	1.21	N/A	25.53	3.16	1.86	0.79	N/A	18.54
France*	3.40	1.78	1.40	N/A	18.51	3.11	1.86	1.22	N/A	17.15
Germany*	2.72	1.91	0.95	N/A	20.31	2.53	1.71	0.82	0.75	17.02
Greece*	2.16	0.89	0.90	0.79	24.31	2.15	1.05	1.05	1.77	28.34
Ireland*	3.63	2.54	1.43	0.48	21.79	3.54	2.47	1.28	N/A	21.68
Italy*	4.27	2.34	2.53	2.00	24.00	3.91	1.82	1.99	1.67	15.15
Luxembourg*	2.32	1.40	0.94	0.98	19.81	2.24	1.29	0.83	1.01	16.52
Netherlands*	3.35	1.72	1.25	1.62	26.77	3.02	1.38	1.13	1.53	22.94
Norway*	3.61	1.31	1.38	1.55	44.43	3.27	1.06	1.09	1.13	31.03
Portugal*	3.30	2.06	2.13	2.03	25.16	3.25	1.94	2.02	1.74	24.67
Spain*	2.73	1.82	1.21	2.04	21.22	2.45	1.62	1.06	1.80	17.57
Sweden*	3.23	2.30	1.74	2.18	55.61	2.92	1.84	1.48	N/A	44.39
Switzerland*	2.66	2.71	0.88	N/A	23.42	2.72	2.67	0.77	N/A	19.74
Turkey*	1.97	1.94	0.96	1.98	36.24	1.63	1.18	0.54	1.21	22.21
United Kingdom*	2.55	2.04	0.81	2.61	19.59	2.59	2.06	71.00	N/A	16.98
Yugoslavia*	2.16	1.80	0.84	N/A	N/A	1.25	1.03	0.53	0.58	12.95
MIDDLE EAST										
Israel	2.20	1.67	0.75	1.69	23.03	1.89	1.36	1.21	1.44	13.98
Saudi Arabia	0.54	0.12	N/A	0.20	55.10	0.54	0.12	N/A	0.20	42.40
AFRICA										
Ethiopia	2.93	1.44	N/A	1.18	47.00	2.18	1.44	N/A	1.20	41.48
Ghana	0.76	0.69	N/A	0.52	18.36	1.22	1.17	N/A	0.89	18.33
Morocco	2.86	1.63	0.95	1.47	33.48	2.79	1.59	0.91	1.43	32.66
South Africa	1.76	1.65	1.59	1.48	35.67	1.66	1.53	N/A	1.89	52.99
Tunisia	2.01	N/A	0.79	0.66	15.64	1.65	N/A	0.82	0.54	16.23
ASIA-PACIFIC										
Australia*	1.86	1.59	1.43	N/A	N/A	1.63	1.48	N/A	1.30	N/A
Myanmar	2.94	1.93	1.56	2.48	54.60	2.97	2.04	N/A	2.04	N/A
India	1.92	0.78	N/A	0.50	31.46	2.14	0.88	N/A	0.56	28.92
Indonesia	0.81	0.42	0.42	0.35	17.65	0.84	0.44	0.44	0.36	18.48
Japan*	3.05	1.75	1.03	N/A	26.14	3.41	2.02	1.04	1.36	27.76
Pakistan	1.52	0.68	N/A	0.53	14.28	1.76	0.79	N/A	0.61	10.81
Phillippines	1.19	0.84	N/A	0.84	24.25	1.03	0.66	N/A	0.66	17.31
Sri Lanka	1.89	0.91	N/A	0.62	15.20	1.55	0.93	N/A	0.76	37.70
Thailand	1.24	0.89	N/A	0.90	17.84	1.27	0.92	N/A	0.75	18.38

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*Average for 1990. **Unleaded regular gasoline prices.

N/A=Not available or not reported.

All taxes are included, except for U.S. fuel oils.

Source: International Energy Annual 1989, Energy Information Administration; gasoline and fuel oil prices are for the capital cities of each country, except those of the U.S. which are the national average for the periods quoted.

Retail Outlet Population

A comprehensive, up-to-the-minute survey conducted by *National Petroleum News* indicates that the retail gasoline outlet population currently exceeds 200,000 and may have stabilized, after years of retrenchment, within hailing distance of the old peak set in 1972.

Simply stated, the new counting concept focuses on the number of places where motorists can buy gasoline for their vehicles at retail pumps. It includes conventional "service stations," convenience stores, unattended outlets, truckstops, car washes, garages, etc., anywhere and everywhere that gasoline is sold to the public.

It provides marketers with a comparable and much more confirmable universe figure rather than the hodgepodge of guesses that have been commonplace in recent years.

It's quite probable that when a new survey is made by *NPN* early next year, the gap between the 1991 count and the 1972 record will have narrowed considerably and may be just a memory. Right now, it's relatively close. *NPN's* 1991 population total is 210,120 compared with 1972's 226,459. This is only about 16,000 below the old high water mark.

This, in itself, is surprising because the general feeling has been that the number of places where motorists can purchase gasoline has been on a frightening downhill ski ride for 15-20 years. There is no question that thousands of retail stations have gone belly-up in the last decade or so, forced out by the economics of staying alive or by being displaced and gobbled up by big stations that absorbed the efforts of several smaller ones in given neighborhoods. Environmental require-

Pump Prices Reflect Growth And Turmoil

A half-century ago, retail gasoline taxes—federal and state—cost consumers less than .06¢ gal. Even with them, pump prices for regular ran only 18¢ gal. Today, federal and state tax averages are in the 30¢ gal. range and pump prices (regular grade) in 1990 averaged $1.15 gal. for the year and hit as high as $1.40 gal. in the final quarter.)

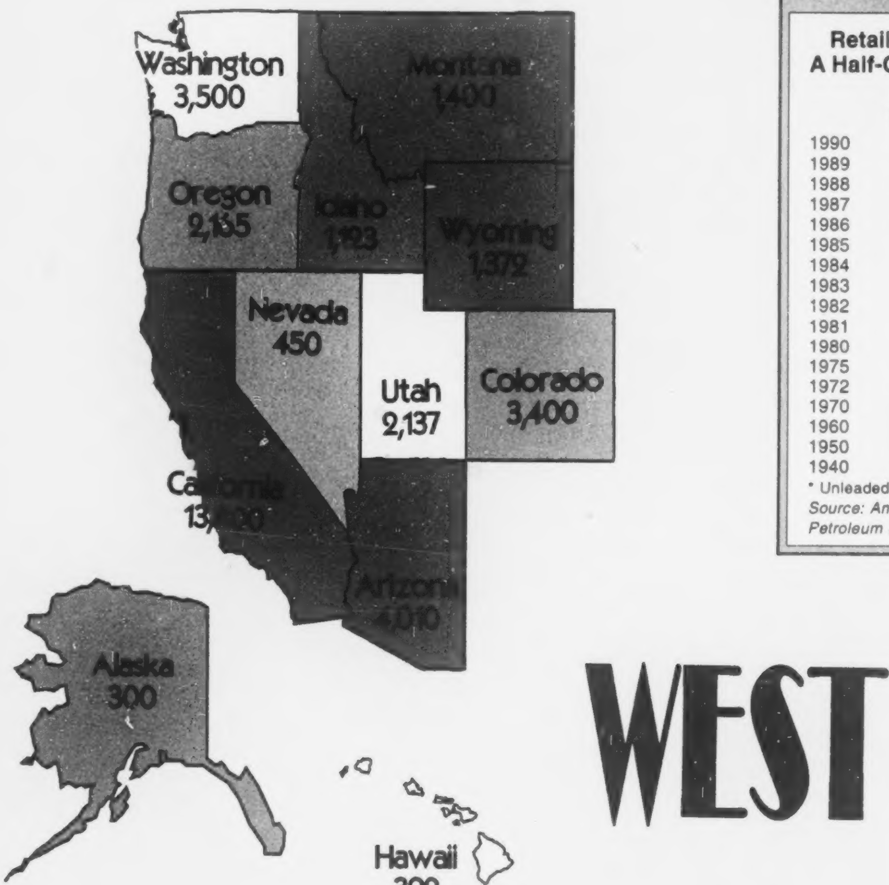
Here's an overview for the past 50 years. It must be remembered, however, that unleaded gasoline was not a marketing factor until 1978 when it was mandated by the federal government as a replacement for leaded gasoline. Today that turnover process is virtually completed with leaded gasoline sales down to about 5% of total consumption.

Retail Gasoline Prices: A Half-Century of Changes

	Leaded Regular	Unleaded Regular
1990	$1.150	$1.170
1989	0.997	1.022
1988	0.900	0.946
1987	0.897	0.948
1986	0.857	0.927
1985	1.115	1.203
1984	1.129	1.212
1983	1.157	1.241
1982	1.222	1.296
1981	1.311	1.378
1980	1.191	1.245
1975	0.572	*
1972	0.361	*
1970	0.356	*
1960	0.311	*
1950	0.267	*
1940	0.184	*

* Unleaded not in marketplaces.

Source: American Petroleum Institute, Petroleum Basic Data Book, 1990.



20-Year Overview:
The Way We Are Now, the Way We Were Then

	Total Outlets			Gasoline Gallonage (Add 000,000)		
	1991(a)	1987(b)	1972(c)	1989(a)	1987(b)	1972(c)
Alabama	6,500	2,229	4,510	2,122	2,084	1,796
Alaska	300	214	241	239	243	112
Arizona	4,010	1,241	2,357	1,755	1,683	1,094
Arkansas	3,764	1,357	3,144	1,274	1,242	1,113
California	13,800	9,812	19,513	13,339	12,543	9,996
Colorado	3,400	1,568	3,170	1,535	1,566	1,296
Connecticut	1,900	1,671	2,798	1,387	1,485	1,309
Delaware	450	279	557	349	338	290
Dist. of Col.	134	115	318	183	181	232
Florida	10,152	5,933	9,199	6,138	5,915	3,899
Georgia	7,000	3,273	6,730	3,573	3,421	2,680
Hawaii	392	355	480	392	385	253
Idaho	1,123	558	1,193	490	462	451
Illinois	10,100	4,655	10,211	4,994	4,772	4,837
Indiana	4,500	2,854	6,235	2,675	2,746	2,741
Iowa	4,169	2,020	2,613	1,410	1,370	1,653
Kansas	3,062	1,576	3,609	1,294	1,266	1,428
Kentucky	2,446	2,058	3,921	1,862	1,855	1,626
Louisiana	6,600	1,934	3,921	2,043	2,063	1,658
Maine	700	673	1,224	628	607	518
Maryland	2,450	1,846	3,012	2,158	2,068	1,775
Massachusetts	2,500	2,738	4,698	2,520	2,492	2,276
Michigan	8,500	4,164	8,919	4,377	4,288	4,537
Minnesota	3,598	2,289	4,585	2,102	2,033	2,061
Mississippi	6,000	1,374	2,727	1,258	1,270	1,203
Missouri	7,200	3,119	6,280	2,758	2,754	2,646
Montana	1,400	548	1,190	444	441	427
Nebraska	3,000	1,163	2,265	801	776	884
Nevada	450	441	798	633	568	366
New Hampshire	1,050	534	888	527	514	391
New Jersey	3,860	3,791	5,768	3,531	3,586	3,170
New Mexico	2,066	696	,831	821	813	647
New York	6,800	5,982	11,359	6,770	6,169	6,027
N. Carolina	10,643	3,547	6,946	3,369	3,318	2,714
North Dakota	1,245	471	910	361	381	423
Ohio	6,205	5,362	11,723	5,024	5,012	4,960
Oklahoma	4,700	1,705	4,153	1,678	1,773	1,516
Oregon	2,165	1,352	2,828	1,366	1,313	1,192
Pennsylvania	6,000	5,192	11,256	4,710	4,590	4,769
Rhode Island	602	487	901	385	397	401
S. Carolina	5,200	1,833	3,720	1,829	1,681	1,398
South Dakota	1,245	558	1,171	398	393	464
Tennessee	6,000	2,491	5,157	2,633	2,755	2,104
Texas	11,000	8,568	17,118	8,749	8,866	6,888
Utah	2,137	849	1,504	751	764	595
Vermont	856	369	596	284	282	243
Virginia	6,000	2,740	4,648	3,043	2,994	2,165
Washington	3,500	2,003	3,945	2,316	2,215	1,648
West Virginia	2,800	1,013	2,156	837	829	735
Wisconsin	5,074	2,735	5,182	2,122	2,047	2,147
Wyoming	1,372	415	772	326	313	279
Total U.S.	210,120	114,748	226,459	115,558	113,930	100,069

(a) This compilation embraces all outlets where gasoline is sold at retail; it includes service stations, convenience stores, car washes, etc.; a universe, in effect, of retail gasoline outlets; the survey was completed in January 1991.
(b) These are the U.S. Bureau of Census figures for 1987 but include only those service stations which have employees and payrolls and generate more than half of their income from gasoline sales. Automatically excluded are convenience stores, car washes, etc.
(c) These are the U.S. Bureau of Census figures for 1972 and are generally considered a "universe count" because only a handful of places, beyond orthodox service stations, sold gasoline at retail at that time.

Sources: NPN state-by-state telephone survey for 1991; U.S. Census Bureau, Censuses of Retail Trade, 1987 and 1972.

ments, including underground storage tanks, insurance and Stage II requirements were particularly troublesome in 1989 and 1990.

But many of these losses have been made up by the expansion of convenience stores into gasoline marketing, and by the construction/modernization programs of the majors and big independents alike.

The new counting concept makes up for the inadequacies of the U.S. Census Bureau's *Survey of the Retail Trades*, which is made every five years, and for the fragility of another key U.S. Commerce Dept. report, *Franchising in the U.S. Economy*, which had been used as a basis for providing interim service station totals.

The new approach counts in, instead of ignoring, the tens of thousands of retail units with gasoline service that have been a growing part of the convenience store world since the late '70s. It looks at them as full-fledged members of the gasoline marketing scene, peer equals for service stations.

The problem with the so-called "official" Census Bureau survey is that the collection signals and data bases were changed several times in recent years so the figures were no longer comparable with prior years. For example, in 1972, about the only place that a motorist could buy gasoline was at a "service station." In 1972, the Census Bureau said there were 226,459 of them and this total, in effect, represented the "universe." C-stores were almost meaningless in the gasoline business at that time.

In 1982 and 1987, the Census Bureau eliminated Mom-and-Pop stations and tallied only those which had employees and formal payrolls. They classified as "service stations" only those which generated 50% or more of their income from gasoline sales. In 1987, the Census Bureau came up with a national total of 114,000 service stations, which was sad indeed by comparison with 1972's 226,000. But the figures were not comparable because one was a universe and the other a bobtailed count.

During the late '70s and all through the '80s, the convenience store industry burgeoned by the thousands to the current total of an estimated 80,000, of which two out of three or three out of four (take your pick) have gasoline facilities. This created such a gray area that only generalizations could be used to estimate the retail outlet population. At best, few marketers thought the total for all outlets was more than 200,000, let alone hard on the heels of the all-time high of yesteryear.

NPN's approach was nationwide in scope and, in effect, a repackaging of the numbers so that each state would be responsible for its own statistics. *NPN*

The Top 10 Across the Board

	Total Outlets in 1991(a)		Winners' Increases '91 v. '72(b)		Losers' Decreases '91 v. '72(c)
California	13,800	N. Carolina	+3,697	Texas	-6,118
Texas	11,000	Mississippi	+3,273	California	-5,713
N.Carolina	10,643	Louisiana	+2,679	Ohio	-5,518
Florida	10,152	Alabama	+1,990	Pennsylvania	-5,256
Illinois	10,100	Arizona	+1,653	New York	-4,559
Michigan	8,500	Iowa	+1,556	Massachusetts	-2,198
Missouri	7,200	S. Carolina	+1,480	New Jersey	-1,908
Georgia	7,000	Virginia	+1,352	Indiana	-1,735
New York	6,800	Florida	+ 953	Kentucky	-1,457
Louisiana	6,600	Missouri	+ 920	Minnesota	- 987

(a) 1991 NPN telephone survey; (b), (c) 1991 NPN telephone survey v. NPN Factbook, 1972 Census Bureau data.

More Top 10's—Gallonage and Brand Names

	Total Gallonage (add 000,000) 1989(a)		Top Mkt. Shrs. (bil.gal.)(b)
California	13,339	Shell	10.1
Texas	8,749	Chevron	9.6
New York	6,770	Exxon	8.9
Florida	6,138	Texaco	8.6
Ohio	5,425	Mobil	8.5
Illinois	4,994	Amoco	8.4
Pennsylvania	4,710	BP America	6.6
Michigan	4,376	Marathon	5.8
Georgia	3,574	Citgo	5.1
New Jersey	3,531	Sun	5.1

(a) Federal Highway Administration; (b) NPN Factbook 1990.

staff members contacted every state in the union and the District of Columbia to make sure every voice was heard.

At the outset, it must be realized that many states do not have so-called "official" figures or procedures for isolating, for counting purposes only, retail gasoline stations from other types of business.

This includes the motor vehicle departments, the licensing departments and the tax divisions in more than half of the states in the country.

As a matter of fact, it's easier to find out the number of underground storage tanks in almost any state than it is to determine the number of service stations above them.

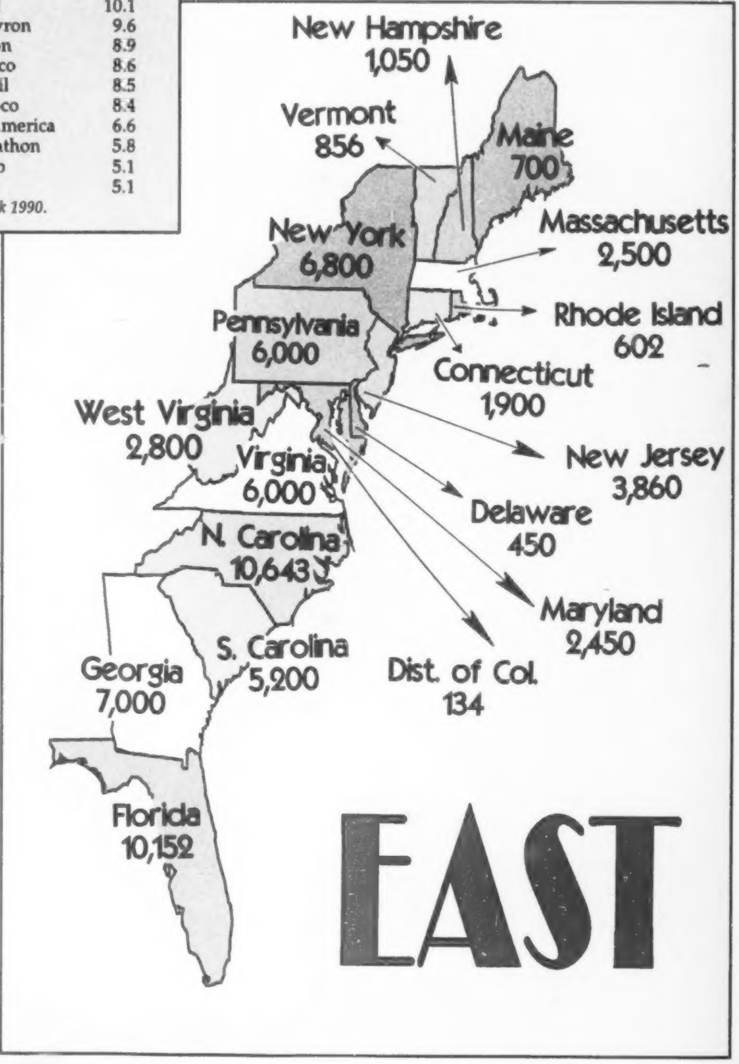
That's because federal law mandated establishment of environmental offices in each state, and the collection of appropriate data, including county-by-county inventories of UST facilities, so that federal and state regulations can be administrated. Since the mandate specified only storage tanks, no one apparently gave a hoot about the number of stations above them.

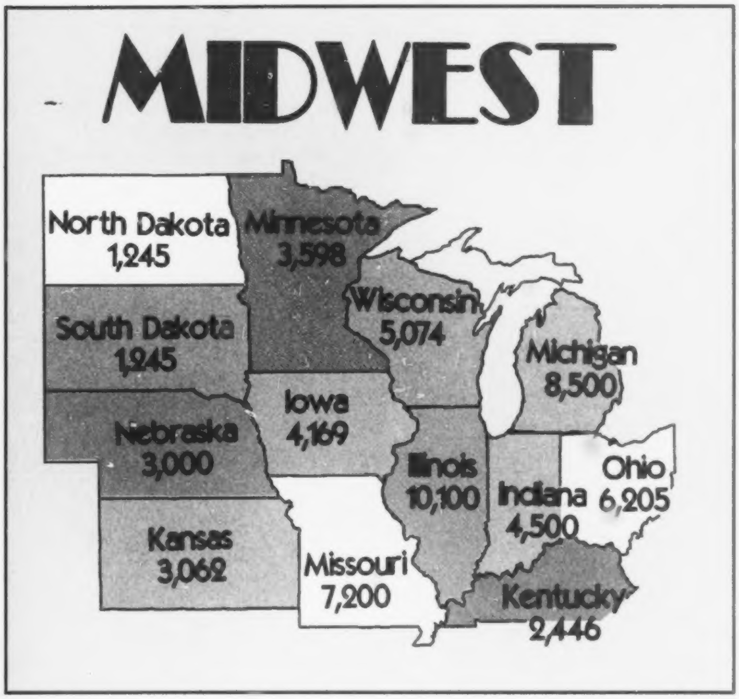
The lack of "official" tallies forced the *NPN* staffers to track down other responsible sources in state administrations who might have reasonable knowledge of the gasoline marketplaces and are in a position to make reliable estimates. These included weights and measures departments which, while not responsible for totals, were responsible for the accuracy of every retail pump in business. Key trade associations were contacted, too, because of their specialized knowledge.

About two-thirds of the numbers gathered by *NPN* are "hard" numbers, i.e., figures based on registration, licensing and tax division compilations. The remaining one-third ranges from "unofficial" estimates and in a couple of cases "guesstimates" based on the best available knowledge.

The totals for about half of the states indicate their gasoline outlet populations today are greater than they were in 1972. That was surprising in its own right because the general assumption had been that all 50 states had declined, that none was better off now than 20 years ago.

Some of the state totals seem exaggerated and out of step with reality. Take North Carolina, for example. It gave its





retail outlet population as 10,643, which makes it the third greatest in the nation—bigger than Florida, Illinois and other populous areas that have much higher gasoline consumption totals. But North Carolina has an annual reporting procedure that counts its retail gasoline outlets county by county.

"We have a lot of small ones down here, probably more than any other state," says a state association executive. "They're just about everyplace. I wouldn't be surprised at all at the number of 10,000 gal./mo. and 20,000 gal./mo. outlets we have, the kind you don't often find in most places anymore."

California, with the most outlets in the country, was a real problem child in getting an estimate. In 1972, California had almost 20,000 outlets. Today its Equalization Board can come up with a figure for true service stations, but confesses it has "no idea" how many convenience store types with gasoline there are. Secondary sources were used to get an acceptable (and authoritative) total for California.

A Washington state official says she had been trying for a year to get a retail gasoline station population total for her state by contacting state department officials she thought should know. No one, she says, had anything. Completely frustrated, she's now in the process of making her own count and hopes to have it completed this month or next.

Texas was another state that provided a total for true service stations but said it didn't know how many C-stores sold gasoline, even though most sources in the Lone Star State say it would be easier to count those that don't than those that do.

The importance of convenience stores as gasoline marketers cannot be ignored. Collectively, they sell billions of gallons of gasoline annually, perhaps as much as 20-25% of the national total. Realistically, it's virtually impossible to get specific statistics. There are no state-by-state breakouts on population totals, there are only guesses.

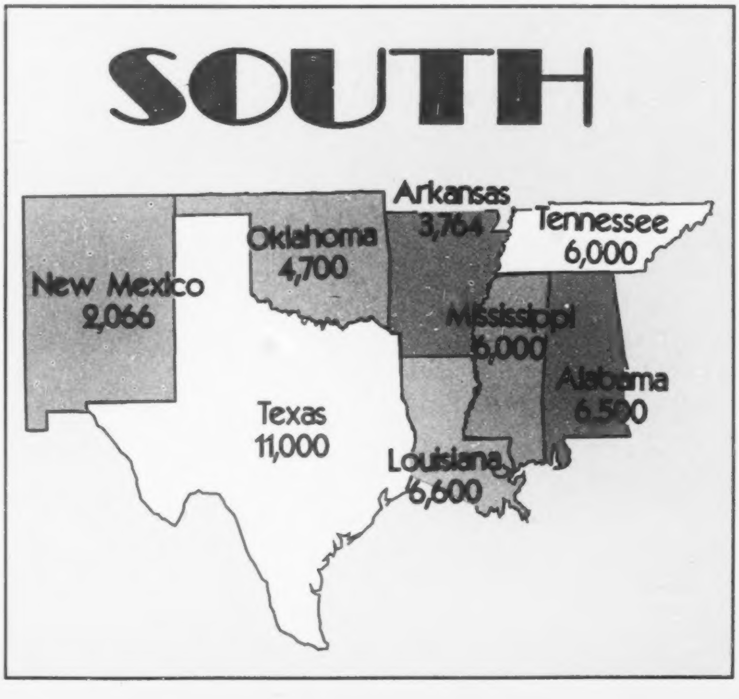
States that have kept up with their retail gasoline outlet populations in recent years include North Carolina, Florida, Iowa, Kansas and Maryland, to name a few.

States that now have more outlets than they did in 1972 include North Carolina, Mississippi, Louisiana, Alabama, Arizona, Iowa, South Carolina, Virginia, Florida and Missouri.

States that have lost ground include Texas, California, Ohio, Pennsylvania, New York, Massachusetts, New Jersey, Indiana, Kentucky and Minnesota. Texas' total is off 6,000, while California, Ohio and Pennsylvania's are down by at least 5,000.

"Somewhere, somehow, the federal government, the state governments or petroleum marketers themselves will have to do something about this," says one state official. "With all the licensing, tax, UST, Stage II and other regulations we have to live with, isn't it ironic we can't even tell you how many business places we have in the individual states and nationally? It's like saying we have a church full of people but no one knows how many parishioners are in the place."

As a service to the industry and to enhance its reputation as a source of factual petroleum marketing data, *NPN* plans to update its state-by-state scoreboard in 1992 and in subsequent years.



Gasoline Shares by Key Categories—1990

A study of U.S. retail gasoline market shares was undertaken in 1985 by MPSI Inc., a Tulsa, Okla., firm specializing in international computer software and information services as well as market research and planning. Shown below is MPSI's updated study covering the year 1990.

Included with the data on regional and national market shares for 1990 (see table below) are the comparable figures for 1989. This comparison offers indications of the trends within the various outlet groupings.

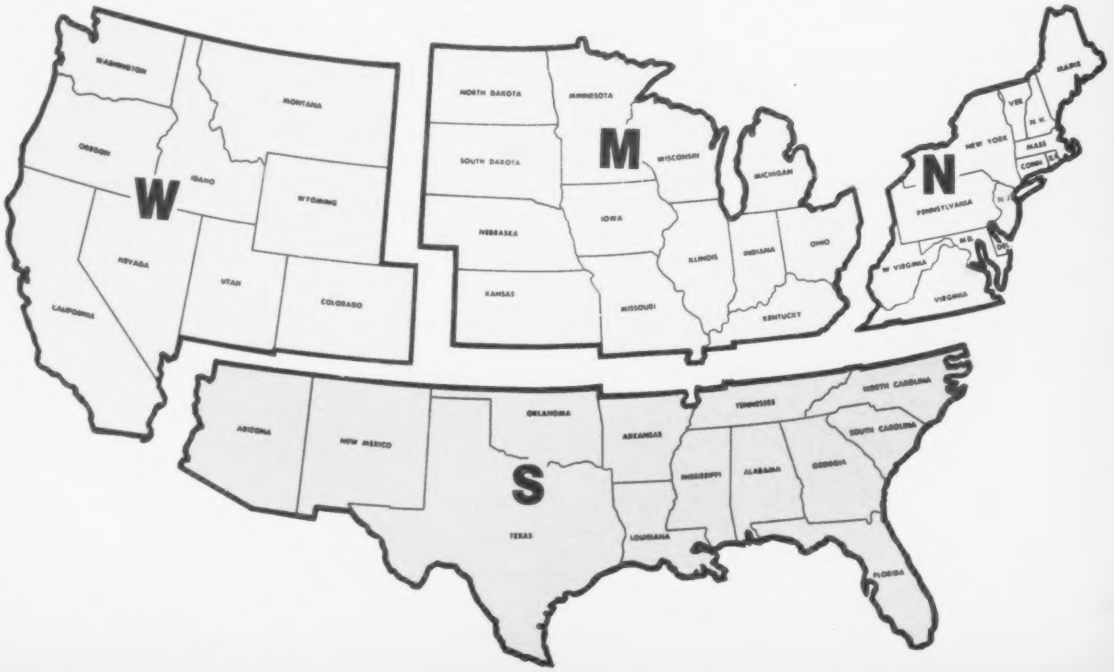
The study breaks out, on both a national and regional basis, market shares and percentages of outlets for conventional service stations, volume pumpers, convenience stores that sell gasoline, plus a catch-all category of "others" including car washes, garages and other facilities.

This study covers primarily the metropolitan areas of the U.S. where most gasoline is marketed. No attempt was made to count rural vendors or highway units, which while important to the industry, do not add greatly to overall consumption.

U.S. Regional and National Market Shares

	Service Stations		Pumpers		Convenience Food Stores		Others		Total	
Region	**1990**	**1989**	**1990**	**1989**	**1990**	**1989**	**1990**	**1989**	**1990**	**1989**
Northeastern Region										
• % of Outlets	60.6	61.0	22.3	21.7	6.3	6.2	10.8	11.1	100.0	100.0
• % of Volume	54.7	55.9	39.2	38.5	3.6	3.4	2.5	2.2	100.0	100.0
• Avg. Monthly Volume (Gallons)	62,611	64,132	121,861	123,818	39,847	38,591	15,974	14,252	69,360	69,996
Midwestern Region										
• % of Outlets	35.9	36.0	43.7	44.2	9.2	8.3	11.2	11.5	100.0	100.0
• % of Volume	28.2	27.9	63.0	62.5	6.0	6.8	2.8	2.8	100.0	100.0
• Avg. Monthly Volume (Gallons)	59,220	59,197	108,706	107,771	42,642	43,077	18,802	18,327	74,782	76,256
Sunbelt Region										
• % of Outlets	22.0	24.4	34.5	32.6	33.2	32.2	10.3	10.8	100.0	100.0
• % of Volume	23.4	23.5	57.8	57.1	15.7	10.0	3.1	3.4	100.0	100.0
• Avg. Monthly Volume (Gallons)	55,613	55,943	101,853	101,915	28,735	28,934	18,343	18,176	58,798	58,173
Western Region										
• % of Outlets	45.6	45.8	34.2	34.1	12.4	11.9	7.8	8.2	100.0	100.0
• % of Volume	42.6	45.2	50.0	47.5	5.4	5.3	2.0	2.0	100.0	100.0
• Avg. Monthly Volume (Gallons)	70,428	65,056	127,931	120,367	38,252	38,188	22,593	20,987	82,356	81,352
Total United States										
• % of Outlets	38.4	39.8	33.2	32.3	18.3	17.4	10.1	10.5	100.0	100.0
• % of Volume	36.4	37.7	52.5	51.2	8.5	8.5	2.6	2.6	100.0	100.0
• Avg. Monthly Volume (Gallons)	62,479	61,669	112,230	110,898	32,220	33,948	18,524	17,631	69,036	70,023

Source: MPSI Inc., Tulsa, Okla.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ARIZONA
NEW MEXICO
OKLAHOMA
TEXAS
ARKANSAS
TENNESSEE
NORTH CAROLINA
SOUTH CAROLINA
MISSISSIPPI
ALABAMA
GEORGIA
LOUISIANA
FLORIDA

Business at Service Stations

(Dollar Volume and Product Sales)

					Gasoline	
Year	**No. of service stations**	**Total sales (Add 000,000,000)**	**Avg. sales per station (Add 000)**	**Passenger car population (Add 000)**	**Avg. gal. consumed per car per year**	**Total consumption (Add 000,000 gal.)**
1990 (a)	210,000	N/A	N/A	145,010	506	73,375
1989 (b)	111,700	$115.0	$1,030	144,375	500	72,188
1988	112,000	91.9	821	142,209	507	72,099
1987	115,870	89.2	770	140,693	515	72,457
1985	124,600	100.8	809	131,864	525	69,229
1983	136,570	103.1	755	126,727	553	70,080
1981	131,250	101.7	672	123,462	576	71,114
1979	164,790	70.9	430	120,248	653	78,522
1977	176,465	56.5	320	113,696	716	81,406
1975	189,480	43.8	232	106,712	716	76,406
1972 (c)	226,459	33.7	149	96,567	785	75,805

(a) In late 1990, NPN began its own annual survey of service stations to come up with verifiable population totals. NPN plans to continue this annual survey and provide the industry with the best possible data. Unlike the earlier totals in this series, the NPN totals include all places where motorists can buy gasoline for their cars—service stations, convenience stores, etc., alike. See this special report elsewhere in this retail market section.

(b) Franchising in the Economy, U.S. Dept. of Commerce, by definition, these stations are the ones that get 50% or more of their gross sales from gasoline products.

(c) Peak year for service station population totals.

Sources: NPN, U.S. Dept of Commerce, and Federal Highway Administration.

Station Customers

		Privately owned passenger cars		Households owning cars*		Licensed drivers		Women drivers	
Year	**No. of service stations**	**Total (Add 000)**	**Avg. per station**	**Total (Add 000)**	**Avg. per station**	**Total (Add 000,000)**	**Avg. per station**	**Total (Add 000,000)**	**Avg. per station**
1990 (a)	210,000	145,010	691	80.0	381	167.7	799	81.2	387
1989	111,700	144,375	1,293	78.5	703	164.9	1,476	79.7	706
1988	112,000	142,209	1,270	78.0	696	164.2	1,466	78.9	704
1987	115,870	139,041	1,200	77.0	665	161.8	1,396	77.8	671
1985	124,600	132,108	1,060	75.0	602	156.9	1,259	75.3	604
1983	136,570	126,727	927	73.0	534	154.2	1,129	73.4	537
1981	151,250	123,462	816	70.0	460	147.0	969	69.2	457
1979	164,790	120,248	731	65.9	400	143.3	868	66.8	403
1977	176,465	113,696	644	63.3	365	138.4	784	63.7	361
1975	189,480	106,712	563	60.5	319	127.8	662	56.8	294
1972 (b)	226,459	96,567	426	52.8	232	118.4	522	52.6	232

(a) See footnote above.

(b) Peak year for service stations population totals.

(*) Estimated; no hard data available anymore.

How Stations Rank in Sales

(Billions of Dollars)

	1990	**% Change '90-'89**	**1989**	**% Change '89-'88**	**1988**	**% Change '88-'87**	**1987**	**% Change '87-'86**
All Retail Stores	$1,799	5.1%	$1,711	5.0%	$1,629	7.8%	$1,511	5.1%
Automotive Group	375	—	376	2.0	369	12.9	327	2.1
Food Group	365	2.8	355	6.9	332	5.7	314	4.1
General Merchandise	211	8.8	194	5.4	184	4.5	176	6.5
Eating and Drinking Places	181	9.7	165	4.6	158	6.7	148	9.1
Gasoline Service Stations	129	17.3	110	7.5	102	(1.4)	103	6.1
Apparel Group	94	3.2	91	11.3	82	2.3	79	5.7

Source: Survey of Current Business, Dept. of Commerce, Vol. 70, No. 1 January 1991.

Personal Consumption Expenditures

(Billions of Dollars)

	1990	**% Change '90-'89**	**1989**	**% Change '89-'88**	**1988**	**% Change '88-'87**	**1987**	**% Change '87-'86**
Total Expenditures	$3,658	5.4%	$3,470	7.3%	$3,235	7.7%	$3,012	7.6%
Durable Goods	482	1.7	474	4.2	455	7.8	422	4.8
Automobiles	213	—	214	1.1	212	8.2	196	0.5
Furniture	177	1.7	174	7.2	162	10.6	148	6.0
Other Durable	92	7.0	86	5.3	82	4.9	78	15.1
Nondurable Goods	1,194	6.3	1,123	6.7	1,052	5.5	998	6.2
Food	625	5.0	595	6.3	560	6.4	526	5.7
Clothing and Shoes	213	6.5	200	7.0	187	4.7	178	6.4
Gasoline and Oil	94	11.9	84	8.7	77	(0.2)	77	2.3
Other Nondurable Goods	262	7.4	244	6.6	229	5.9	216	8.8
Fuel Oil and Coal	19	(0.5)	20	3.6	20	20.4	16	1.3
Other Nondurable	244	8.9	224	6.9	210	4.7	200	9.5
Services	1,982	5.8	1,874	8.5	1,728	8.5	1,592	9.2

Source: Survey of Current Business, Dept. of Commerce, Vol. 70, No. 1. January 1991.

Self-Serve Preference Still Growing

United States motorists continue to choose self service by a wide margin over full service when purchasing gasoline, according to Amoco Oil Co. marketing research. Since 1975, self service gasoline sales have grown dramatically, from 22% to 81% in 1989.

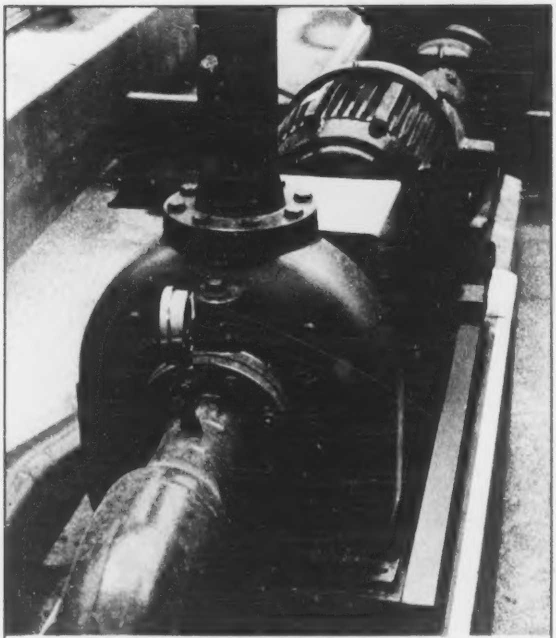
Last year was no different. The market share for self-serve last year bumped up another two percentage points to 83% over 1989. The growth curve has leveled off in the past couple of years, but the data shows that almost five out of six Americans now prefer self-serve.

Percent Self-Serve Motorist Gasoline Sold by Brand
Total 1989 versus Total 1990—Total U.S.

Brand	1989	1990	Chg.	Brand	1989	1990	Chg.
Arco	92	91	-1	Sohio/BP	82	81	-1
Phillips	88	88	NC	Texaco	79	80	+1
Conoco	86	87	+1	Chevron	78	79	+1
Citgo	86	86	NC	Exxon	78	79	+1
Shell	85	86	+1	Mobil	75	76	+1
Union	84	85	+1	Sunoco	59	62	+3
Amoco	82	83	+1	Independents	87	87	NC
				Industry	81	83	+2

Self-Serve Motorist Gasoline Market Share by State (Percent) Total 1989 versus Total 1990

State	1989	1990	Chg.
Alabama	83	85	+2
Arizona	94	95	+1
Arkansas	85	87	+2
California	92	93	+1
Colorado	94	95	+1
Connecticut	74	77	+3
Delaware	86	88	+2
Dist. of Col.	87	89	+2
Florida	92	94	+2
Georgia	89	91	+2
Idaho	90	91	+1
Illinois	90	91	+1
Indiana	88	89	+1
Iowa	85	87	+2
Kansas	84	87	+3
Kentucky	80	83	+3
Louisiana	91	93	+2
Maine	57	62	+5
Maryland	87	89	+2
Massachusetts	53	57	+4
Michigan	89	90	+1
Minnesota	84	86	+2
Mississippi	83	86	+3
Missouri	85	88	+3
Montana	91	92	+1
Nebraska	82	83	+1
Nevada	94	94	NC
New Hampshire	68	71	+3
New Mexico	92	92	NC
New York	60	63	+3
North Carolina	89	91	+2
North Dakota	81	84	+3
Ohio	87	88	+1
Oklahoma	86	89	+3
Pennsylvania	68	71	+3
Rhode Island	69	71	+2
South Carolina	90	91	+1
South Dakota	80	83	+3
Tennessee	85	87	+2
Texas	92	93	+1
Utah	95	96	+1
Vermont	62	61	-1
Virginia	90	91	+1
Washington	92	94	+2
West Virginia	78	81	+3
Wisconsin	90	92	+2
Wyoming	85	87	+2



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Major Brand Retail Outlet Rankings

The annual nose count of branded retail outlets of the major and semi-major oil companies did not change the retail rankings all that much in 1990. More important than the actual rankings of companies is the continued attrition of total number of outlets for most of the companies reporting to *NPN's* annual survey. However, these figures do not indicate an industry in decline. Most of the majors have been trimming their retail networks for the past several years in an attempt to gain marketing efficiencies and higher throughputs per outlet.

Of the 20 companies reporting, 17 had fewer retail outlets at the end of last year than in 1989. Among the top ten companies, eight reported a total loss of 6,440 outlets, while two companies increased their outlet numbers by a total of 2,155. Citgo, which has been aggressively expanding its retail network, added more than 2,000 stations to its branded stable in 1990. The company also expanded into four new states during the year. In 1990, Citgo moved up to fifth place in the rankings.

Nine out of ten of the second group of companies reported declines in retail outlets for the year. The net loss was 2,306 units.

Company	No. of Outlets	1989 Ranking
1. **Texaco**	15,111	(1)
2. **Exxon**	11,673	(2)
3. **Unocal**	10,500*	(3)
4. **Amoco**	9,802	(5)
5. **Citgo**	9,734	(9)
6. **Chevron**	9,664	(4)
7. **Shell**	9,389	(6)
8. **Mobil**	9,001	(7)
9. **Phillips**	7,907	(8)
10. **BP America**	7,531	(10)
11. **Sun**	6,019	(11)
12. **Conoco**	4,915**	(12)
13. **Gulf (Cumberland Farms)**	3,994	(13)
14. **American Petrofina**	3,136	(14)
15. **Total**	2,698	(15)
16. **Getty**	2,202	(17)
17. **Marathon**	2,132	(16)
18. **Ashland**	1,968	(19)
19. **Diamond Shamrock**	1,914	(18)
20. **Kerr-McGee**	1,588	(20)
21. **Arco**	1,541	(21)

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*Includes approximately 3,000 Uno-ven units in the Midwest.
**Did not report 1990 totals. Totals shown are for 1989.

	Number of States		Branded Retail Outlets	
	1990	1989	1990	1989
American Petrofina	25	23	3,136	3,177
Amoco	33	31	9,802	9,909
Arco	5	5	1,541	1,699
Ashland	18	18	1,968	1,800
BP America	33	26	7,531	7,413
Chevron	33	33	9,664	10,682
Citgo	46	42	9,734	7,697
Conoco	*	37	*	4,915
Diamond Shamrock	8	8	1,914	1,947
Exxon	40	38	11,673	12,091
Getty	13	13	2,202	2,240
Gulf (Cumberland Farms)	14	14	3,994	4,091
Kerr-McGee	20	20	1,588	1,786
Marathon	9	8	2,132	2,516
Mobil	32	33	9,001	9,486
Phillips	29	35	7,907	8,656
Shell	41	40	9,389	9,763
Sun	28	28	6,019	6,445
Texaco	49	49	15,111	16,890
Total	22	22	2,698	2,776
Unocal	41	43	10,500**	11,000

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*Did not report 1990 totals.
**Includes an estimated 3,000 Uno-ven units in the Midwest.
Source: NPN questionnaires.

Industry Averages by Product Category

	Percent of Merchandise Purchases		Gross Margin Percentage		Inventory Turnover Rate	
	1990	1989	1990	1989	1990	1989
Cooler						
Beer	14.2%	14.0%	24%	25%	21.2	20.6
Soft Drinks	9.4	9.8	34	34	16.9	17.6
Juices	2.1	2.0	40	40	11.4	17.0
Milk & Milk Products	5.2	5.1	23	22	51.9	45.4
Packaged Deli	0.9	0.7	35	32	23.9	14.4
Produce	0.1	0.6	31	25	25.4	29.0
Eggs	0.1	0.6	22	25	16.9	22.4
Frozen						
Frozen Food	1.2	1.4	34	35	6.4	6.1
Ice Cream	2.5	1.1	38	37	13.0	12.2
Ice	0.8	0.8	58	58	13.8	22.4
Room Temp.						
Bread & Cakes	3.6	2.5	31	30	54.0	47.5
Cookies	0.5	1.6	36	35	12.5	12.2
Salty Snacks (Chips, Nuts, etc.)	4.5	3.6	37	38	19.1	24.7
Candy & Gum	5.4	5.3	45	44	9.9	16.4
Groceries	2.9	3.9	33	34	7.0	8.6
Health/Beauty	2.5	2.3	39	38	5.2	7.9
Tobacco	24.0	23.3	26	26	14.1	18.6
Publications	4.2	3.4	21	21	13.9	12.8
Wine/Liquor	0.9	0.9	31	31	9.0	9.3
Auto/Motor Oil	0.7	0.8	38	33	8.6	8.9
General Merchandise	3.4	3.8	40	41	8.8	9.8
Fast Food						
Sandwiches/Fresh	0.9	1.2	49	42	56.1	66.8
Sandwiches/Frozen	1.0	0.8	39	37	16.0	24.1
Deli Services (excluding sandwiches)	1.1	2.0	34	37	34.1	35.0
Food Cooked						
On-Site	1.0	0.9	36	37	45.2	93.8
Fountain Drinks	3.5	3.7	59	61	17.7	28.9
Frozen Beverages	0.6	0.7	53	63	10.9	25.7
Hot Beverages	2.4	2.4	68	68	16.5	35.0
Other Fast Food	0.4	0.8	46	46	12.1	44.0
Total Merchandise	**100%**	**100%**	**32%**	**32%**	**11.4**	**11.1**

Source: NACS "1991 State of the Convenience Store Industry" report.

Comparison of Profits and Losses: 1990-1989

(Percent of Total Sales)

	11-50 Stores		51-100		101-500		Over 500		Average	
	1990	1989	1990	1989	1990	1989	1990	1989	1990	1989
Merchandise Sales	32.0%	35.5%	49.5%	47.0%	41.5%	42.8%	57.1%	63.8%	46.1%	48.9%
Gasoline Sales	68.0	64.5	50.5	53.0	58.5	57.2	42.9	36.2	53.9	51.1
Total Sales	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**
Cost of Goods Sold	83.2	82.3	78.6	78.7	80.8	79.8	75.8	74.0	79.3	78.2
Gross Profit	16.8	17.7	21.4	21.3	19.2	20.2	24.2	26.0	20.7	21.8
Direct Store Operating Expense	13.3	14.4	18.1	16.6	15.4	15.4	19.8	20.7	16.9	17.2
Store Operating Profit	3.5	3.3	3.3	4.7	3.8	4.8	4.4	5.3	3.8	4.6
Corporate G&A	(2.8)	(3.1)	(3.2)	(2.9)	(2.9)	(3.2)	(4.4)	(3.1)	(3.4)	(3.1)
Other Income	1.0	1.3	1.4	1.4	1.0	1.0	1.0	1.0	1.1	1.2
Other Expense	(0.1)	(0.1)	(0.2)	(0.4)	(0.4)	(0.8)	(0.4)	(0.1)	(0.2)	(0.3)
Pretax Profit	1.2%	1.1%	0.6%	1.9%	0.1%	(0.4%)	(2.6%)	(1.1%)	(0.2%)	0.4%

Source: NACS "1991 State of the Convenience Store Industry" report.

Average Investment Per New Convenience Store

	1990		1989		1988		1987		1986	
	Urban	**Rural**	**Urban**	**Rural**	**Urban**	**Rural**	**Urban**	**Rural**	**Urban**	**Rural**
Land	$298,300	$178,000	$375,300	$179,500	$350,500	$148,000	266,000	156,900	275,400	141,500
Building	264,300	194,700	278,200	183,200	199,100	156,500	181,300	152,800	158,300	141,500
Equipment										
Fast Food	48,000	16,600	33,900	23,100	21,900	17,100	22,100	17,700	19,900	18,500
Gas	153,900	107,500	118,300	103,900	84,500	95,200	84,900	85,300	88,000	89,500
Merchandise	54,500	41,000	51,700	38,000	65,600	62,500	64,500	51,500	68,300	55,300
Total	**256,400**	**165,100**	**203,900**	**165,000**	**172,000**	**174,800**	**171,500**	**154,500**	**176,400**	**163,300**
Inventory	63,400	41,200	61,300	43,800	51,600	53,400	64,000	53,200	58,600	50,100
Total Investment	**$882,400**	**$579,000**	**$918,700**	**$571,500**	**$773,300**	**$532,700**	**$682,800**	**$517,400**	**$686,600**	**$496,400**

Source: NACS "1991 State of the Convenience Store Industry" report.

Percent of Stores Offering the Following by Classification Group

Stores	**11-50**		**51-100**		**101-500**		**Over 500**		**Average**	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
Specialty Products Offered:										
Prepared Foods (On site)	29%	—	36%	—	40%	—	37%	—	37%	—
Prepared Foods (Fast Food)	81	81	84	62	62	65	95	83	90	83
Service Deli	27	33	27	25	20	38	39	39	35	39
On-Premise Bakery	7	9	9	7	2	20	7	6	6	6
Fried Chicken	12	13	8	9	3	2	2	3	3	3
Pizza	15	20	16	6	11	3	15	4	14	4
Hot Dogs	72	—	63	—	54	—	78	—	74	—
Other	5	9	6	5	14	—	4	4	4	4
Services Offered:										
Microwave Equipment	95	88	99	95	65	88	95	95	92	95
Lottery Tickets	49	43	52	43	50	59	57	51	55	51
Vending Machines	21	18	7	5	11	1	--	2	3	2
Video Games	16	14	35	48	52	25	67	55	60	55
Film Processing	3	2	13	3	1	2	—	1	1	1
Video Rentals	30	22	31	35	14	36	38	44	35	40
Money Orders	56	44	67	64	83	63	79	89	77	77
Check Cashing	54	56	72	60	64	78	16	73	27	71
Automated Teller Machines	2	4	6	6	8	19	13	8	12	10
Credit Cards	81	68	82	75	58	49	38	73	46	68
Debit Cards	16	8	13	21	23	12	6	21	18	9
Seating for Fast Food	30	20	10	7	12	6	4	8	7	8
POS Scanning	5	2	7	7	1	0	1	0	1	1
Manufacturer Coupon Accepted	88	—	95	—	100	—	96	—	95	—
Other	—	—	6	—	14	—	—	—	2	—
Parking/Access (not counting parking at pumps):										
No parking, but convenient pedestrian access	5	3	—	2	2	2	8	2	6	2
1-10 striped spaces	53	69	51	47	65	41	53	92	55	72
10+ striped spaces	43	25	48	47	33	35	39	6	39	20

Source: NACS "1990 State of the Convenience Store Industry" report.

C-Store Sales Up, Profits Mixed

Once again, in 1990, the smalls outperformed the bigs in the convenience store industry, at least from a profitability standpoint. While some of the industry's biggest chains were struggling to pull out of Chapter 11, the majority of smaller companies were reporting increased profits for the year.

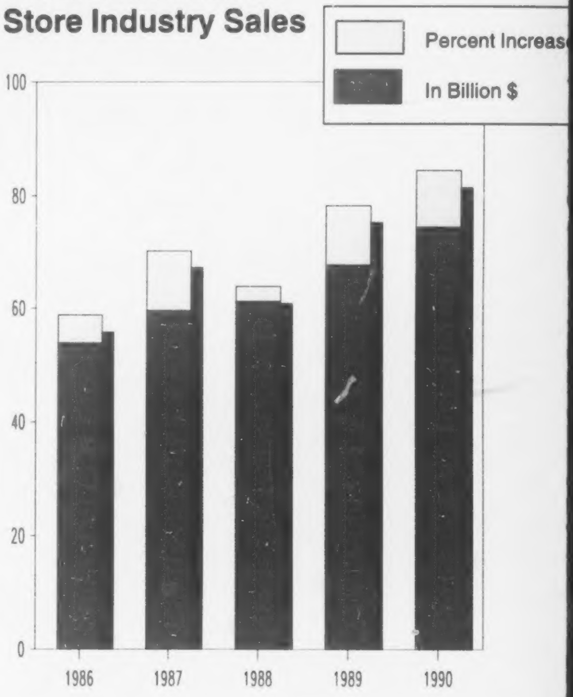
According to preliminary data from the 1991 State of the Convenience Store Industry report from the National Assn. of Convenience Stores, the industry posted a total loss of $149-million in 1990, compared to a profit of $271-million in 1989. However, says NACS, the profit picture was deflated by heavy losses from the industry's two largest chains. Companies in the 1-10 store category, on the other hand, had average gains of 50% in 1990 in average pretax profits as a percent of sales. Companies with 11-50 stores increased pretax profits by 10%.

Total industry sales in 1990 were up 10% to 74.5-billion, the NACS report says. The increase was paced by a 26% jump in gasoline sales to $34-billion. Monthly gallonage increased, too, from 52,000/gal. per store in 1989 to 57,000/gal. in 1990. Merchandise sales, however, were flat, edging down 0.5% to $40.4-billion. The total number of stores increased by 1.4% in 1990 to 71,200. NACS reports 66% of all stores now sell gasoline.

C-Store Gross Margin As a Percent of Sales

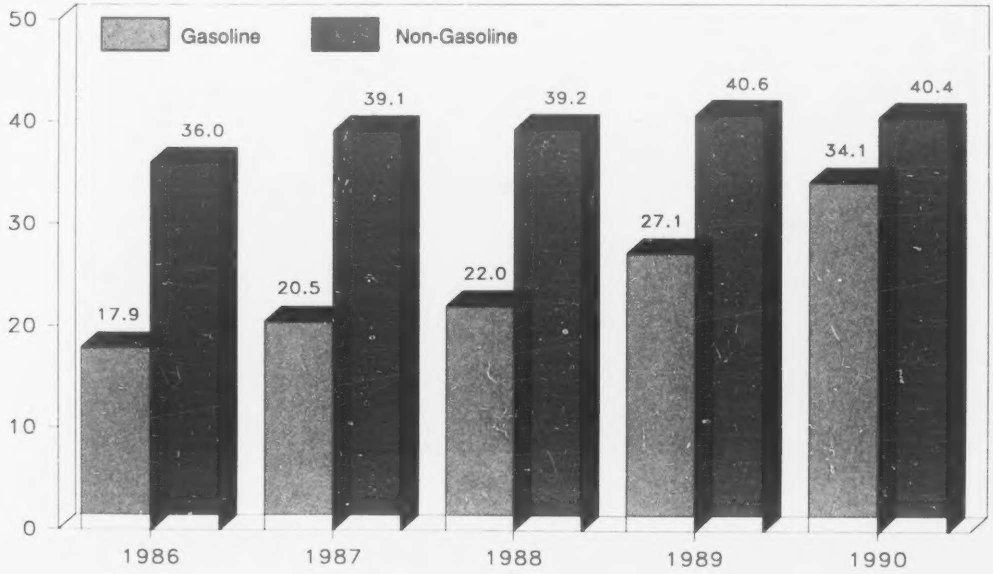
Survey Year	Gasoline Margin %	Non-Gasoline Margin %	Average Margin%
1989	11.7	32.1	21.8
1988	11.5	36.4	26.2
1987	10.6	35.9	24.4
1986	11.2	35.5	25.1
1985	7.3	32.2	22.8

Total Convenience Store Industry Sales



Total Non-Gasoline vs. Gasoline Sales

(In billion $)



National Petroleum News'

Company	HQ Location	C-Store Name	1988 Total
Acme Petroleum Fuel Co., Inc.	Gastonia, NC	Handy Pantry Food Stores	N/A
American Petrofina, Inc.	Dallas, TX	Finamart	150
Amoco	Chicago, IL	Food Mart	1,000
Arkansas Valley Petroleum	Tulsa, OK	Git-N-Go	12
Arco Products Company	Los Angeles, CA	am/pm mini market	782
Ashland Oil, Inc.	Ashland, KY	Superamerica	500
Aztex Enterprises	Knoxville, TN	Aztex Fuel and Food Centers	N/A
Bedford Valley Petroleum Corp.	Everett, PA	RG's Food Shops, Inc.	—
Berwick Bay	Morgan City, LA	Friends/Delta Mart	39
Best Oil Co.	Pittsburgh, PA	Toot-N-Scoot	13
BP America, Inc.	Cleveland, OH	Sohio/BP/Gulf Mart	620
Browning Oil Co.	Bowling Green, KY	Shell Food Marts	7
Campbell Oil Co.	Massilon, OH	Spee D Foods	21
Cannon Oil Corp.	Dothan, AL	Cannon	18
Casey's	Des Moines, IA	Casey's	N/A
Cel Oil Products Corp.	N. Charleston, SC	Unocal Mart	—
Cenex	St. Paul, MN	Cenex C-Stores/Townmart	155
Center Independent Oil Co.	Smock, PA	Sweet Peas	N/A
Certified Oil Co.	Columbus, OH	Certified Mini Marts	7
Champlain Oil Co.	South Burlington, VT	Colonial Deli Mart	47
Chevron Corp.	San Francisco, CA	Food Marts	3,896
Circle K Corp.	Phoenix, AZ	Circle K Convenience Stores	4,097
Citgo Petroleum Corp.	Tulsa, OK	Citgo Quick Mart	15
The Coastal Corp.	Houston, TX	Coastal Mart	900
Coen Oil Co.	Canton, OH	(various)	—
Colonial Oil Industries, Inc.	Savannah, GA	Enmark	—
Conoco, Inc.	Houston, TX	Conoco/Jet	486
Como Oil Co.	Duluth, MN	Milk House	—
Consumers Gasoline Stations	Nashville, TN	Scot/Consumers	—
Consumers Oil	Trenton, NJ	—	—
Convenient Food Mart	Rosemont, IL	Convenient Food Mart	1,450
Crown Central Petroleum Corp.	Baltimore, MD	Fast Fare/Zippy Mart	532
Crystal Flash Petroleum Corp.	Indianapolis, IN	CF Deli Bake	N/A
Cumberland Farms	Canton, MA	Cumberland Farms	1,200
Curt's Oil Co., Inc.	Muskogee, OK	Curt's	—
Dairy Mart, Convenience Stores, Inc.	Enfield, CT	Dairy Mart Convenience Store	—
DeBlois Oil Co.	Providence, RI	D B Mart	7
Delta Group, USA Inc.	Mt. Pleasant, MI	Next Door Food Stores	—
Diamond Shamrock R & M Co.	San Antonio, TX	Diamond Shamrock Corner Store	529
Dickey Inc.	Packwood, IA	Dickey Prairie Home	—
Drakes Refinery Stations	Lansing, MI	Drakes Market Plus	12
Emro Marketing Co.	Springfield, OH	Speedway	675
Englefield Oil Co.	Newark, OH	Duchess Shoppe	42
Exxon Company, U.S.A.	Houston, TX	Exxon Shop	375
Farm & Home Oil Co.	Telford, PA	Farm & Home Corner Store	8
FKG Oil Co.	Belleville, IL	Motomart	33
Flying J Inc.	Brigham City, UT	Flying J	31
Foster Oil Co.	Richmond, MI	Sunrise Convenience Stores	N/C
Four Star Service Stations, Inc.	Grand Rapids, MI	Four Star Service Stations & Stores	11
H.N. Funkhouser & Co.	Winchester, VA	Handy Mart	7
Gasco Gasoline, Inc.	Oxnard, CA	Gasco Mart	10
General Oil Co.	Batesville, AR	Quick Mart	35
Getty Petroleum	Plainview, NY	Getty Mart/Mr. Food/Hop-In/Pen Supreme	300
Giant Industries, Inc.	Phoenix, AZ	Giant Food Stores	15
Golub Corp.	Schenectady, NY	Mini Chopper	7
Gresham Petroleum Co.	Indianola, MS	Double Quick	24
Harris Oil Company	Portland, OR	—	—
Hawaiian Independent Refinery, Inc.	Honolulu, HI	Express	—
Angus I. Hines, Inc.	Suffolk, VA	Sentry Food Marts	28
Barney Holland Oil Co.	Ft. Worth, TX	Jack B. Quick, Inc.	3
Horkey Oil Co., Inc.	Lubbock, TX	Friend's	N/A
Huck's Convenience Stores	Carmi, IL	Huck's Food Store	90
Hudson Oil Company	Tulsa, OK	Hudson	11
Hughes Energy, Inc.	Daytona Beach, FL	Sugarcreek	12
Hull Oil Co.	Panama City, FL	Jr. Food Mart (franchise) Hull	4
Huntley Jiffy, Inc.	Orange Park, FL	Huntley-Jiffy Stores, Inc.	323
J&L Oil, Inc.	Vernon Hills, IL	J&L Food Mart	26
Jacobus Petroleum Products, Inc.	Milwaukee, WI	Jiffy Stop	
Johnson Oil	Columbus, IN	Bigfoot	
Kerr-McGee Refining Corp.	Houston, TX	Kerr-McGee Food Shop	—
Kimber Petroleum Corp.	Madison, NJ	Kwick Pik	N/A
Kocolene Oil Corp.	Seymour, IN	Kocolene Fuel/Food Marts	—
Krause Gentle Corp.	West Des Moines, IA	Kum & Go	N/A
Kunz Oil Co.	Edina, MN	Peoples Plus	15
Kwik Shop, Inc.	Hutchinson, KS	Kwick Shop, Inc.	N/A
H.C. Lewis Oil Co.	Welch, WV	Kwick Serv Food Marts	N/A

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*Diesel. **Only those directly owned & operated by UNOCAL. *** Does not include UNOVEN stores. N/A—Precise figures not disclosed by company.

Convenience Store Summary

1989 Total	1990 Mid-Year	1990 Projected	Additions Projected in 1991	Average Gasoline Volume Per Store/Per Month		Size Sq. Ft.	
				Mini	Full	Mini	Full
50	90	?	?	N/A	N/A	N/A	
157	144	154	10	74,298	99,880	800	1,500
1,200	1,308	—	—	—	—	800	1,600
13	11	11	12	—	60,000	—	2,400/3,000
720	731	N/A	N/A	N/A	N/A		2,500
595	600	—	—	—	—		3,400/4,400
36	31	33	3	115,000	80,000	800/900	1,800
—	5	7	1	30,000	50,000		
40	43	46	3			400	2,800
14	15	?	?	100,000	100,000		
700	719	803	113	145,000	110,000	1,000	1,500
10	10	11	?	60,000	75,000	900	2,000/2,800
45	45	48	3	75,000	80,000		2,300/3,300
17	17	19	1	—	85,000		1,500/2,000
732	771	790	?	—	—	—	2,500
—	4	6	1	—	125,000		
225	262	270	35	40,000	55,000	800/1,500	1,600/2,400
4	4	4	?	—	—	—	—
16	20	?	?	—	—	900	2,000
53	70	72	2	50,000	50,000		2,400
3,936	3,800	?	?	N/A	N/A	350	1,200
4,658	4,664	?	?	100,000	42,000		2,600
15	16	N/A	N/A	125,000	175,000	900	1,800
850	850	N/A	—	54,276	49,898		2,000
—	15	—	—	50,000	25,000		
—	7	7	0	85,000	150,000		
477	500	?	?	120,000	120,000	400	1,200/1,600
—	7	9	2	—	40,000		
—	43	?	?	45,000	—		
—	2	4	2	80,000			
							3,000
580	571	—	—	—	—	500	2,400
24	25	—	—	50,000	90,000		N/A
1,075	1,100	1,100	—	—	—		2,000/3,000
—	13	17	?	125,000	—		
—	1,250	1,400	150	—	35,000		
11	16	19	4	—	65,000		2,200
—	42	—	—	—	—		
617	654	694	44	75,001	91,641		1,200
2	2	2	0	—	60,000		
13	18	23	3	60,000	60,000	800	
1,600	1,665	1,720	55	103,823	144,941		3,375
53	51	61	10	—	84,000		1,500/2,000
450	562	N/A	N/A	N/A	N/A		1,100
8	4	6	2	100,000	120,000		1,200
38	40	44	4	—	110,000	400	2,200/2,700
35	35	36	?		95,000		2,400
13	15	17	—	80,000	150,000		
11	10	10	0	70,000	350,000	1,000	
8	9	10	1	—	100,000		2,200/2,400
10	10	13	?	100,000	150,000		
33	28	29	2		50,000		1,400/3,000
435	578	634	60	—	—	600/1,000	2,000
21	27	42	15	150,000	150,000		2,000
7	7	N/A	N/A	32,000			
26	28	—	—	—	—		2,400
	5	6	1	110,000	100,000		
7	7	11	4	—	—	—	—
30	32	32	2	—	55,000		1,700
5	5	5	?	—	50,000		1,500/2,000
20	20	21	2	90,000	80,000		
95	100	105	7	—	—		
11	11	11	?	—	—	400/1,000	
14							
5	5	6	4	75,000	50,000	1,000	2,400
330	369	?	?	—	50,000		
31	24	29	6	70,000	100,000		2,000
12	13	14	1	60,000	70,000		
	50						
—	43	?	?	—	—		
	3	6	?	150,000	150,000		
—	20						
137	137	149	15	—	36,000		
15	1	0	0	—	—	1,000	2,700/4,500
210	210	211	3	—	45,000		
4	4	5	1	—	50,000		

N/C—No change. ?—Plan to add C-stores, but exact number unknown.

(Convenience Store Summary Continued)

Company	HQ Location	C-Store Name	1988 Total
The LYDEN Co.	Youngstown, OH	Fast Chek Food Marts, Inc.	45
Mapco Petroleum, Inc.	Tulsa, OK	Delta Express	265
Martin Oil Marketing, Ltd.	Alsip, IL	Martin Mini Marts	41
McDowell Oil Service, Inc. Time Markets, Inc.	Milton, PA	Time Marketers, Inc.	28
McLeleer Oil Service, Inc.	Kalamazoo, MI	Food Port Marketing	2
Mid-Continental Systems, Inc.	West Memphis, AR	CMI	—
Mid-Missouri Oil Co. dba Jiffy Stop	Kaiser, MO	Jiffy Stop	7
Mid-States Petroleum	Troy, MI	Mid-Mart	18
Miller Enterprises, Inc. dba Handy Way Food Stores	Cresent City, FL	Handy Way Food Stores	141
Miller Oil, Co.	Norfold, VA	Miller Mart	N/A
Mini Mart, Inc.	Casper, WY	Mini Mart, Inc.	116
Missouri Terminal Oil Co.	St. Louis, MO	Midco	
Mobil Oil Corp.	New York, NY	Mobil Mart	800
Munro Petroleum & Terminal Corp.	Biloxi, MS	MP Food Stores	N/A
Murphy Oil USA, Inc.	El Dorado, AR	SPUR	
Musket Corp.	Oklahoma City, OK	Love's Country Stores/Love's Travel Stop	100
National Convenience Store	Houston, TX	Stop N Go	1,200
National Oil & Gas Inc.	Bluffton, IN	(various)	24
Neal, Inc.	San Antonio, TX	One Stop Food Stores	30
Nella Oil Co.	Auburn, CA	1 Stop Convenience Food Stores	21
Pacific Northern Oil Co.	Seattle, WA	Panoco	—
Pal Oil Company, Inc.	Palmyra, NY	Palmart	6
Parker Oil Co., Inc.	South Hill, VA	—	—
Patterson Oil Co., Inc.	Torrington, CT	PATCO Handy Shop	6
PDQ Food Stores, Inc.	Madison, WI	PDQ Food Stores, Inc.	N/A
Petroleum Marketers, Inc.	Roanoke, VA	Stop In Food Stores, Inc.	—
Petrotex Marketing, Inc.	Midland, TX	Friends Convenience Stores	18
Phillips 66 Co.	Bartlesville, OK	Phillips 66	136
Piasa Motor Fuels, Inc.	Alton, IL	Piasa Pantry	6
Pilot Oil Corp.	Knoxville, TN	Pilot Foodmarts	115
Pride Oil Co. Inc.	Columbus, MS	Pride Pantry	N/A
Pride of Texas Dist. Co.	Arlington, TX	One Stop/Sack N' Sack/Pride Foods	21
Private Brand Services, Inc.	Cadillac, MI	P.B.S. Party Store	1
Promana, Inc.	Honolulu, HI	Express Mart	—
Purity Oil Co.	Tulsa, OK	Fastop Stores	—
Quality Oil Co. I, Ltd. Partnership	Winston-Salem, NC	Quality Mart	24
Quicktrip Corp.	Tulsa, OK	Quick Trip	252
Racetrac Petroleum, Inc.	Atlanta, GA	Racetrac Petroleum Inc./Multi Store	N/A
Red Hed Oil Co. Inc.	Richmond, KY	Redi-Mart	N/A
Republic Oil Corp.	Woodland Hills, CA	Dixxie Mart	1
River Oil Company	Memphis, TN	(various)	2
Robinson Oil Co. Inc.	San Jose, CA	Mrs. Robbie's Foodstore/Mrs. Robbie's Snackspot	7
Royster Oil Co. Inc.	Shelby, NC	RoCo Food Stores	19
Russell Petroleum Corp.	Montgomery, AL	KwickShop Food Stores	15
Sahara Oil Co. Inc.	Phoenix, AZ	Rebel Quick Mart	N/A
Save-X, USA Inc.	Roanoke, VA	Save-X Mini Mart	—
SCASCO	Winsted, CT	(various)	N/A
Schaeffer Oil Inc.	Winner, SD	"Lil Feller"	3
Shay Oil Co. Inc.	Yuma, AZ	Shay's Mart	N/A
Shell Oil Company	Houston, TX	Shell Food Mart	1,100
SICO Co.	Mount Joy, PA	Sicoserve	7
Sing Oil Co.	Thomasville, GA	Sing Food Stores	52
Smith-Shafer Oil Co.	Rockford, IL	—	—
Sugarcreek Corp.	Rochester, NY	Sugarcreek Stores	N/A
Sun Refining & Marketing Co.	Philadelphia, PA	Stop-N-Go	485
Sunshine Jr. Stores, Inc.	Panama City, FL	Sunshine-Jr. Food Stores	309
Taylor Oil Co.	Winston-Salem, NC	Etna Food Stores	56
Texaco, Inc.	Houston, TX	Food Mart	900
Thornhill Oil Co., Inc.	Fort Wayne, IN	Amoco Food Shops	11
Thornton Oil Corp.	Louisville, KY	Thornton Gas & Food Mart	N/A
Time Saver Stores, Inc.	New Orleans, LA	Time Saver Stores, Inc.	139
Tooley Oil Co.	Sacramento, CA	Shell Food Marts/Tooley's Mart	7
Total Petroleum, Inc.	Denver, CO	Total Mart/V Mart/Road Runner/A Mart	470
Transit Oil Co.	Louisville, KY	Transit Mart	7
Ultra Power Corp.	Monticello, NY	Ultra Mart	4
Ultramar, Inc.	Hanford, CA	Ultramart	120
United Refining Co.	Warren, PA	Kwick Fill/Red Apple Food Mart	110
UNOCAL Corp. **	Los Angeles, CA	Self Serv Marts	2,500
Vista Marketing Group. Ltd.	Rockford, IL	Vista	4
Wake Up Oil Co., Inc.	Indianapolis, IN	Mini Snack Shop	5
Warelubco, Inc.	Jacksonville, IL	Wareco Country Stores	N/A
Warren Equities, Inc.	New York, NY	Xtra Mart	87
Welsh Oil, Inc.	Merrillville, IN	(various names)	27
Western Marketing, Inc.	Abilene, TX	Wes-T-Go, Inc.	N/A
Westgate Oil Co.	Muskegon, MI	WESCO/Good Neighbor Convenience	28
A.T. Williams Oil Co.	Winston-Salem, NC	Wilco Food Marts	83
J.H. Williams Oil Co., Inc.	Tampa, FL	76 Mini Marts, Inc.	6
The Wills Group, Inc.	La Plata, MD	Dash In Food Stores, Inc.	32
Wooten Oil Company	Goldsboro, NC	Kwik Mart	N/A
York Oil Co. Inc.	Hampton, VA	Easy-Go Stores	N/A

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*Diesel. **Only those directly owned & operated by UNOCAL. *** Does not include UNOVEN stores. N/A—Precise figures not disclosed by company.

1989 Total	1990 Mid-Year	1990 Projected	Additions Projected in 1991	Average Gasoline Volume Per Store/Per Month Mini	Full	Size Sq. Ft. Mini	Full
54	70	75	7	45,000	75,000		1,400
310	339	?	?				1,800
41	43	?	?	—	—	140,000	2,000
2,830	30	30	0	—	70,000		2,500
2	2	4	2	—	40,000		2,000/3,500
32	27	27	0	—	20,000		
8	12	?	?	—	60,000		1,200
32	32	38	11	130,000	130,000	800	2,500
141	143	151	8	—	—		2,400
21	35	39	6				N/A
117	117	119	122	—	45,000		2,400
	24	29	?	87,000	34,000		
N/A	N/A	N/A	N/A	N/A	N/A	600	N/A
41	34	?	?			1,000	1,200/1,400
	173	190	—				
119	123	132	11				1,800/4,000
1,099	1,099	1,102	N/A	—	N/A		2,400/3,090
28	28	33	5	40,000	80,000		
25	25	—	—	—	40,000	500	3,500
27	27	30	—	—	150,000		2,400
2	2	3	?	—	100,000		
	9	12	3	96,000	60,000	1,000	2,200
30	30	33	3	--	60,000		
8	8	10	2	85,000	105,000		N/A
105	99	111	12	—	—		N/A
54	54	58	4	80,000	70,000	1,000	1,800
20	20	23	3	N/A	N/A		
159	190	?	?	—	—	800	
9	9	11	2	60,000	50,000		
72	52	?	?				2,200/2,500
7	7	8	9	—	35,000		
27						900	2,600
1	1	1	0		120,000		
10	10	?	?		120,000		
14	14	17	4	80,000	100,000		
						200	2,200
255	279	309	?	—	—		3,200
268	168	?	?				
8	6	8	?	60,000	50,000		
4	4	1	?	200,000*			
3	3	3	1				1,500
77	7	10	3				
19	19	21	2	30,000	30,000		2,400
17	19	22	4	—	—	1,400	3,000
6	6	8	2	—	100,000		
10	10	11	2	55,000	27,000		
10	10	10	?	50,000	65,000		
6	6	6	0	—	40,000		2,500
13	20	22	2	100,000	100,000		
1,164	N/A	N/A	N/A	N/A	N/A	800	1,000/2,600
10	10	13	3	92,500	125,000		
55	55	—	—	—	—	1,000	2,700
5	5	6	3	125,000	—		
100	100	110	10	70,000	70,000	N/A	2,000/2,500
620	742	N/A	N/A	—	—	300	2,000/2,400
315	308	333	25	—	27,000		1,800/3,000
55	55	57	2	114,000	114,000	900	2,400
1,705	1,150	1,319	75	145,000	155,000	1,000	1,800
22	23	25	3	90,000	100,000		1,000
75	79	89	?	—	—		
139	136	—	—	—	30,000		3,200
8	7	8	?	175,000	240,000	200/800	
535	604	619	12	140,000	140,000	800	1,500
15	15	15	0	—	—	800	
4	3	5	2	15			1,500
114	150	—	—	—	—	600	1,600
110	351	?	?			700	1,500
2,500	1,924**	?	?	N/A	N/A	500/1,000	2,200
6	6	8	2	100,000	175,000		
5	7	9	?	100,000	75,000	280	2,500
72	63	73	12	—	—	900	2,400/2,600
101	101	110	7	91,000	66,000	1,000	1,500
28	28	?	?				2,400
11	12	12	1	—	65,000		
28	28	28	?	125,000	125,000	1,000	2,000
88	91	?	?	—	100,000	800	2,400
6	6	8	4	100,000	150,000		1,400
32	36	43	?	125,000	110,000		2,400
23	23	25	2	50,000	70,000		
10	10	10	0	88,000	75,000		

N/C—No change. ?—Plan to add C-stores, but exact number unknown.

Shell Retains Title as No. 1 'Gas' Marketer for Fifth Straight Year

For the fifth straight year, Shell Oil has retained its title as the nation's No. 1 marketer of gasoline.

Its 1990 gallonage increase was minimal, just about 0.5%. But that was infinitely better than the 1989 gallonage which had abruptly declined 4.4%. And it was enough too to enlarge the gap ever so slightly between it and second-place Chevron.

It was also the third consecutive year that Shell stayed in the 10-billion gal.-plus stratosphere. No other company, except Chevron in the immediate wake of its acquisition of Gulf Oil in 1984, has ever attained 10-billion gal./yr. honors.

Texaco, recovering rapidly from the financial and restructuring of the mid-to-late 1980s, leapfrogged over Exxon to become the No. 3 marketer. Texaco used to be ranked No. 1, but skidded badly during its bankruptcy and take-over threat traumas several years ago.

Amoco improved its ranking too, passing Mobil which suffered a 6% decline in gasoline sales in 1990.

Citgo had an almost spectacular increase in its gasoline gallonage, 23% in round figures. That was enough to enable it to pass its principal independent competitor, Marathon.

A fifteenth company was added to *NPN*'s market shares table for 1990. This was Total Petroleum, the French-Canadian oil company based in Denver. Its market share, 1.5%, was just over *NPN*'s minimum, 1% of the national market, for inclusion.

Gross gallonage of the top 15 was 94.7-billion gal. This was about 82% of the national gallonage compared to 1989's total of 79.7%.

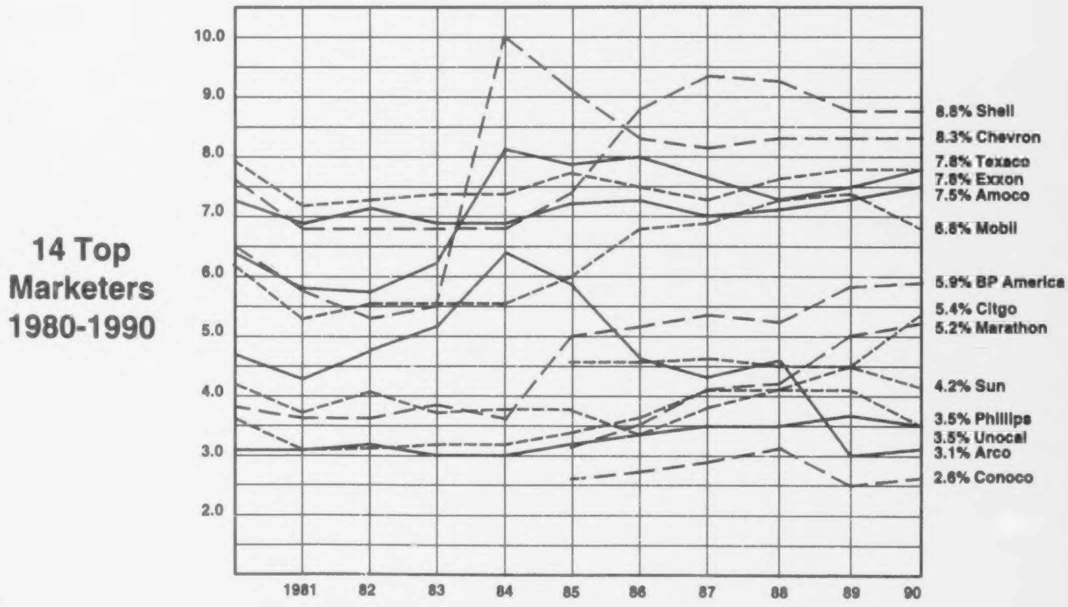
There were a number of "losers" in 1990, i.e., companies that lost ground compared with 1989 sales.

They were—Mobil, down 6%; Sun, 5.7%; Phillips, 5.4%; Unocal, 15.5% and Total Petroleum, 7.2%.

The national total was 0.8% higher than the 1989 total. This was somewhat surprising because it does not jibe with other national summaries which indicated a 1.0% to 1.5% decline in gasoline deliveries in 1990 vis a vis 1989.

Getty, Gulf, Southland, Circle K and Amerada Hess are somewhere around the 1-billion to 1.50-billion gal./year mark, but without official figures from any of them, it's difficult if not impossible to rank them, even if it's at

TRENDS IN GASOLINE MARKET SHARES



the tail end. Hess, for example, provides data on refined product sales, but will not break the gasoline numbers out.

Another thing to be remembered is that Shell, the leader, and five others in this year's share-of-market report are totally or partially owned by foreign oil companies, namely BP America, Citgo, Conoco, Total Petroleum and Texaco's Star Enterprise, a 50-50 proposition with Saudi Arabia.

Chevron Continues as No. 1 Refined Products Marketer

Chevron, with a 1.4% increase in volumes, hung on to its leadership in refined product sales in 1990.

Chevron reported a 1990 average of 1,489,000 b/d, substantially better than second-place Shell, which checked in with 1,188,000 b/d.

Other billion-barrels per day oil companies were Exxon, 1,104,000 b/d and Amoco, 1,025,000 b/d.

Others in the top 10 were BP America, 925,000 b/d; Mobil, 903,000 b/d; Texaco, 858,000 b/d; Coastal, 780,000 b/d; Marathon, 689,000 b/d; and Sun, 641,000 b/d.

As it did in gasoline alone, Citgo had a shiny 22% increase in refined products sales. It jumped from 517,000 b/d to 633,000 b/d.

1990 Refined Product Sales

(Add 000 b/d)

	1990	1989	% Chng.
Chevron	1,489	1,469	1.4%
Shell	1,188	1,207	1.6
Exxon	1,104	1,147	(3.6)
Amoco	1,025	1,001	2.4
BP America	925	898	3.0
Mobil	903	939	(3.8)
Texaco	858	809	6.1
Coastal	780	767	1.7
Marathon	689	665	3.6
Sun	641	655	(2.1)
Citgo	623	517	22.4
Phillips	524	535	(2.1)
Conoco	490	451	8.6
Arco	444	436	1.8
Unocal	443	523	(15.3)

Gross Gasoline Gallonage and Relative Market Shares—1990 (a)

NPN projection for this table: 1990 gross gasoline sales equal 115.4-billion gal. (b)

Company	—Rank— 1990	1991	% Share of Market	Gross Gal. (c) (Add 000)	% Chng. vs. 1989
Shell	1	1	8.805%	10,163,790	0.5%
Chevron	2	2	8.368	9,565,920	0.0
Texaco	3	4	7.783	8,983,380	4.1
Exxon	4	3	7.770	8,968,050	0.5
Amoco	5	6	7.530	8,692,110	3.7
Mobil	6	5	6.842	7,986,930	(6.0)
BP America	7	7	5.937	6,852,510	3.5
Citgo	8	9	5.445	6,285,300	22.8
Marathon	9	8	5.233	6,040,020	4.8
Sun	10	10	4.170	4,813,620	(5.7)
Phillips	11	12	3.493	4,031,790	(5.4)
Unocal	12	11	3,480	4,016,460	(15.5)
Arco	13	13	3.068	3,541,230	3.6
Conoco	14	14	2.616	3,020,010	4.2
Total Petro.	15	15	1.541	1,778,280	(7.2)
Total			**82.1%**	**94,739,400**	**0.8%**

(a) Preliminary.

(b) Retail gasoline gallonage for 1990 was projected by NPN and based on FHA and API data. The gross gallonage statistics include some nonhighway consumption that cannot be separated out via federal and state compilations;

(c) Gross gasoline volumes as reported in annual reports, 10 Ks and internal summaries. Specifically excluded are companies such as Cumberland Farms/Gulf, Getty, Southland, Circle K, etc., which are privately owned or tightly held and do not issue annual reports.

Gross Gasoline Gallons and Relative Market Shares—1989 (Revised)

FHA gasoline sales in 1989 totaled 115.6-billion gal.(b)

Company	—Rank— 1989	1988	% Share of Market	Gross Gal. (c) (Add 000)	% Chng. vs. 1988
Shell	1	1	8.756%	10,117,800	(4.4%)
Chevron	2	2	8.278	9,565,520	1.5
Exxon	3	3	7.721	8,922,060	2.6
Texaco	4	4	7.469	8,630,790	3.5
Mobil	5	5	7.349	8,492,820	2.2
Amoco	6	6	7.257	8,385,510	3.8
BP America	7	7	5.726	6,622,560	11.7
Marathon	8	9	4.988	5,764,080	20.9
Citgo	9	8	4.431	5,120,220	(1.2)
Sun	10	11	4.418	5,104,890	18.5
Unocal	11	10	4.112	4,752,300	2.0
Phillips	12	12	3.690	4,264,410	0.7
Arco	13	14	2.958	3,418,590	3.7
Conoco	14	13	2.507	2,897,370	1.8
Total			**79.7%**	**92,058,928**	**3.8%**

N.B. Same footnotes as above apply here.

Share of Market — 20 Companies in 1989 (a)

Production

	Crude Oil and NGL (b)			Natural Gas	
	(Add 000 b/d)	% of Market		Millions/CF	% of Market
BP America	784.0	8.50%	Chevron	880,745	5.15%
Exxon	693.0	7.52	Amoco	756,280	4.42
Arco	660.0	7.16	Texaco	729,000	4.26
Shell	494.0	5.36	Exxon	666,855	3.90
Chevron	481.9	5.23	Mobil	644,000	3.76
Texaco	479.5	5.20	Arco	558,085	3.26
Amoco	390.0	4.23	Shell	532,535	3.11
Mobil	293.2	3.18	USX/Marathon	533,245	1.95
Phillips	254.0	2.76	Phillips	319,010	1.86
Unocal	165.0	1.79	Unocal	277,035	1.62
Oryx Energy	143.8	1.56	DuPont	273,750	1.60
USX/Marathon	143.5	1.56	Oryx Energy	269,735	1.58
Occidental	135.0	1.46	Occidental	266,450	1.56
DuPont	112.0	1.21	Union Pacific	153,300	0.90
Amerada Hess	71.0	0.77	Cons. Natl. Gas	147,000	0.86
Union Pacific	63.8	0.69	Anadarko	141,147	0.86
City of Long Beach	53.9	0.58	Mesa	137,167	0.80
Enron	53.3	0.58	Pennzoil	134,781	0.79
Sante Fe Pacific	50.7	0.55	Enron	123,319	0.72
Valero Energy	43.7	0.47	Amerada Hess	122,316	0.71

Proved Resources

	Crude Oil and NGL (b)			Natural Gas	
	(Million/bbl.)	% of Market		Billions/CF	% of Market
Shell	2,861.0	8.35%	Amoco	12,254	7.33%
Arco	2,765.0	8.07	Exxon	9,365	5.60
BP America	2,579.0	7.53	Chevron	7,739	4.63
Exxon	2,487.0	7.26	Mobil	7,347	4.40
Chevron	1,763.0	5.14	Arco	6,452	3.86
Amoco	1,686.0	4.92	Shell	6,223	3.72
Texaco	1,565.0	4.57	Texaco	4,834	2.89
Mobil	1,202.0	3.51	Unocal	4,130	2.47
USX/Marathon	586.0	1.71	Phillips	3,585	2.15
Oryx Energy	571.0	1.67	USX/Marathon	2,792	1.67
Unocal	531.0	1.55	Occidental	2,489	1.49
DuPont	477.0	1.39	DuPont	2,232	1.34
Occidental	470.0	1.37	BP America	2,171	1.30
Phillips	459.0	1.34	Oryx Energy	2,146	1.28
Sante Fe Pacific	219.8	0.64	Mesa	2,110	1.26
Amerada Hess	203.0	0.59	Anadarko	1,671	1.00
Union Pacific	135.3	0.39	Union Pacific	1,422	0.85
Pennzoil	128.0	0.37	Enron	1,312	0.78
Mitchell Energy	88.5	0.26	Enserch	1,230	0.74
Mesa	86.6	0.25	Cons. Natl. Gas	1,211	0.72

Refining Capacity

	Operable Capacity (000 b/d)	% of Total Capacity	Runs (c) (000 b/d)	% of U.S. Total	% Utilized
Chevron	1,621.0	10.68%	1,403.0	10.38%	86.6%
Exxon	1,147.0	7.55	999.0	7.39	87.1
Shell	1,078.6	7.10	927.0	6.86	85.9
Amoco	956.0	6.30	896.0	6.63	93.7
Mobil	838.0	5.52	722.0	5.34	86.1
BP America	756.6	4.98	717.0	5.30	94.8
USX/Marathon	603.0	3.97	554.0	4.10	91.9
Texaco	595.0	3.92	619.0	4.58	104.3
Sun	595.0	3.92	561.2	4.15	94.3
Arco	559.0	3.68	531.1	3.93	95.0
DuPont	406.5	2.68	396.0	2.93	97.4
Ashland	346.5	2.28	318.1	2.35	91.8
Petroles de Venezuela	344.5	2.27	274.3	2.03	79.6
Koch	310.0	2.04	N/A	N/A	N/A
Phillips	305.0	2.01	293.0	2.17	96.1
Coastal	302.8	1.99	262.4	1.94	86.7
Aramco	295.0	1.94	298.4	2.21	101.1
Solomon	277.1	1.82	N/A	N/A	N/A
Total Petroleum	190.1	1.25	187.1	1.38	98.4

(a) This report is updated biennially; hence, the 1990 data will not be available until 1992.

(b) Natural Gas Liquids and Condensates.

(c) Runs are not listed in the usual ranking order; they are keyed to operable capacities in column 1, hence some are not listed in the correct numerical positions.

Source: American Petroleum Institute, Discussion Paper #014R, published October 1990.

Share of Market — Concentration Ratios

(% of U.S Total)

Gasoline Sales

	1989	1988	1987	1986	1985	1980	1970
4 Firms	29.3	29.4	28.9	29.5	29.8	28.5	30.7
8 Firms	47.0	48.9	48.7	49.6	50.3	49.5	54.6
15 Firms	64.7	65.9	65.0	66.4	67.7	66.3	74.9
20 Firms	70.3	70.9	70.2	70.5	71.8	72.1	80.0
30 Firms	76.6	76.8	76.4	76.6	77.2	77.9	—

Proved Reserves of Crude Oil and Liquids

	1989	1988	1987	1986	1985	1980	1970
4 Firms	31.2	31.3	31.6	29.7	29.3	31.1	—
8 Firms	49.3	43.9	48.9	47.1	47.6	46.3	—
15 Firms	59.0	58.7	58.5	57.2	57.9	59.5	—
20 Firms	60.9	60.5	60.5	59.3	60.0	62.7	—
30 Firms	62.4	62.0	62.0	61.0	61.7	65.2	—

Production of Crude Oil and Liquids

	1989	1988	1987	1986	1985	1980	1970
4 Firms	28.5	28.7	28.3	26.6	26.1	25.3	26.3
8 Firms	46.4	46.3	46.1	44.6	43.5	40.8	41.7
15 Firms	57.5	57.2	57.3	56.4	55.2	56.1	56.9
20 Firms	60.4	60.2	60.6	59.7	58.4	60.6	61.1
30 Firms	63.2	62.8	63.9	63.2	61.9	64.8	—

Refining Capacity

	1989	1988	1987	1986	1985	1980	1970
4 Firms	31.6	32.3	32.3	33.2	34.4	29.0	32.5
8 Firms	50.0	53.3	52.0	53.0	54.4	49.0	57.5
15 Firms	68.9	72.8	70.5	71.6	73.0	67.0	78.1
20 Firms	77.9	80.4	77.2	79.0	80.3	74.5	84.3
30 Firms	88.2	89.0	86.3	87.9	88.8	82.3	—

Refinery Runs

	1989	1988	1987	1986	1985	1980	1970
4 Firms	31.3	31.7	32.6	33.2	33.9	31.2	34.2
8 Firms	50.6	53.5	54.0	55.3	57.3	53.9	61.0
15 Firms	71.0	74.1	73.1	74.7	76.5	73.6	74.6
20 Firms	78.9	80.7	79.2	80.9	82.5	81.5	91.1

Source: American Petroleum Institute, Market Shares and Individual Company Data for U.S. Energy Markets, 1950-1989, publishing October 1990.

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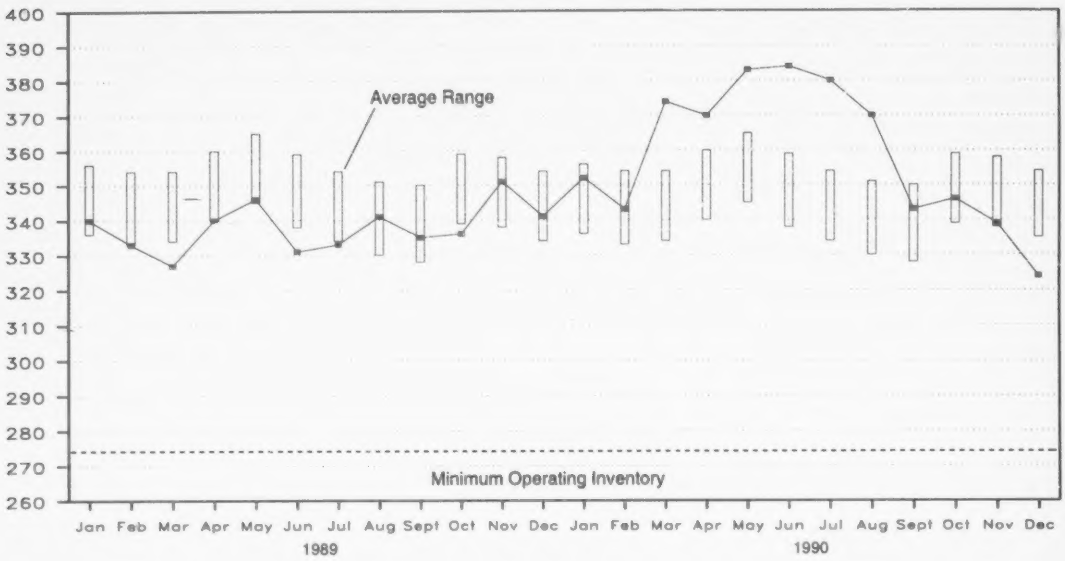
Stocks of Crude Oil, U.S. Total

(Million of bbl.)

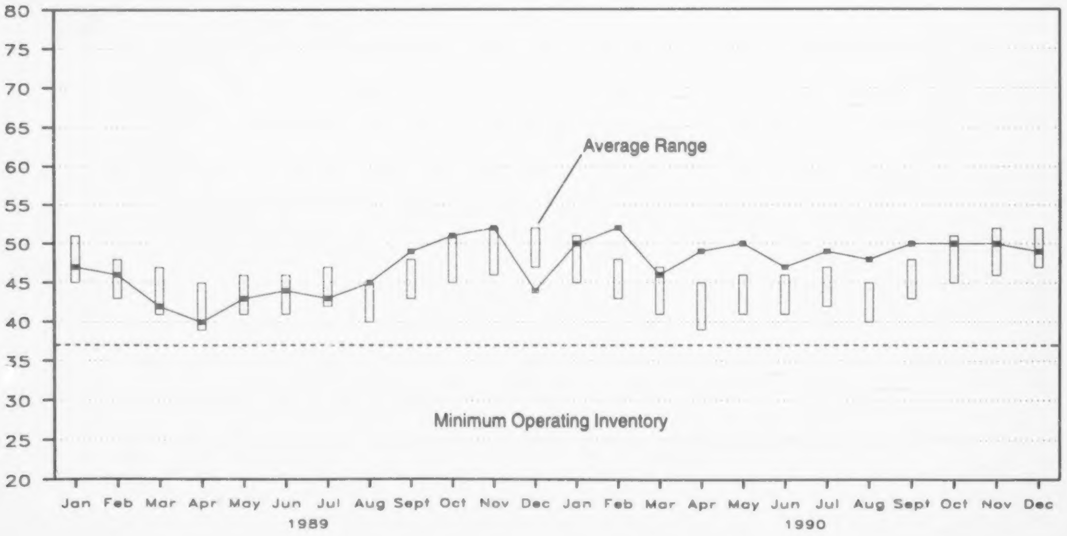


Crude Stocks at Primary Levels include those held at refineries, in pipelines and in lease tanks, but do not include those held in the Strategic Petroleum Reserve operated by the U.S. Government. The average level and width of average range are based on three years of monthly data. The seasonal pattern is based on seven years of montly data. National Petroleum Council defines the Minimum Operating Inventory at the minimum level required for routine operation. By its definition, runouts and shortages could occur if inventory levels fall below that level for any extended period of time.

Source: Department of Energy, Weekly Statistical Reports.

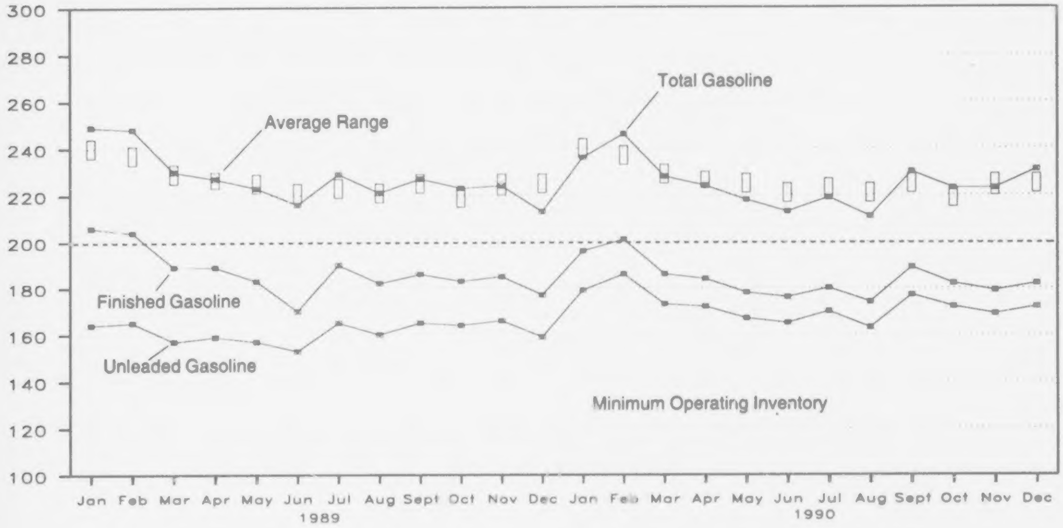
Stocks of Residual Fuel Oil, U.S. Total

(Millions of bbl.)



Stocks of Motor Gasoline, U.S. Total

(Millions of bbl.)

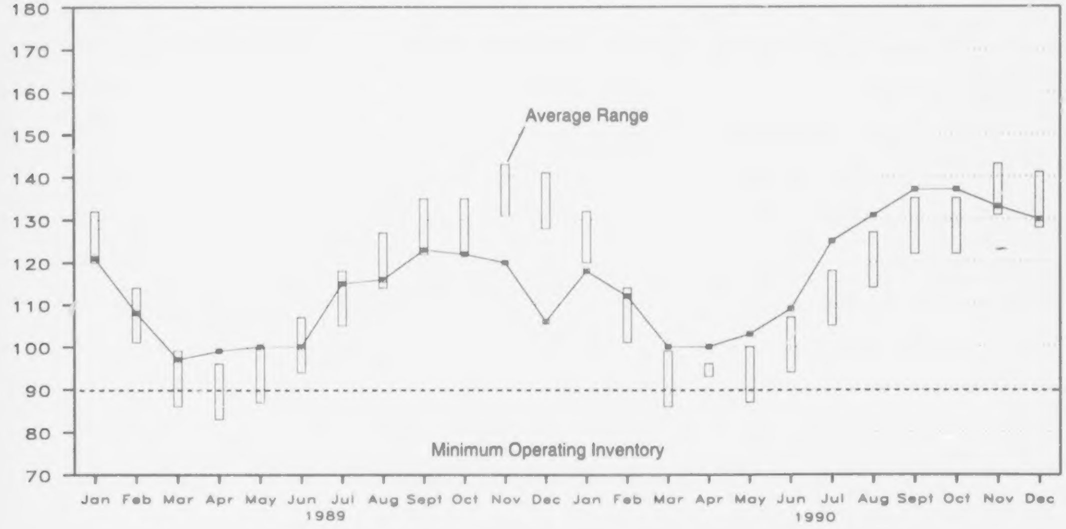


Product stocks at the Primary Level include those held at refineries, in pipelines and at majot bulk terminals. They do not include stocks held is secondary distribution facilities such as jobber tanks, consumer tanks, and/or barges designed for consumer markets. The average level and width of average range are based on three years of monthly data. The seasonal pattern is based on seven years of monthly data. National Petroleum Council defines the Minimum Operating Inventory as the minimum level required for routine operation. By its definition, runouts and shortages could occur if inventory levels fall below that level for any extended period of time.

Source: Energy Information Administration, Weekly Statistical Reports.

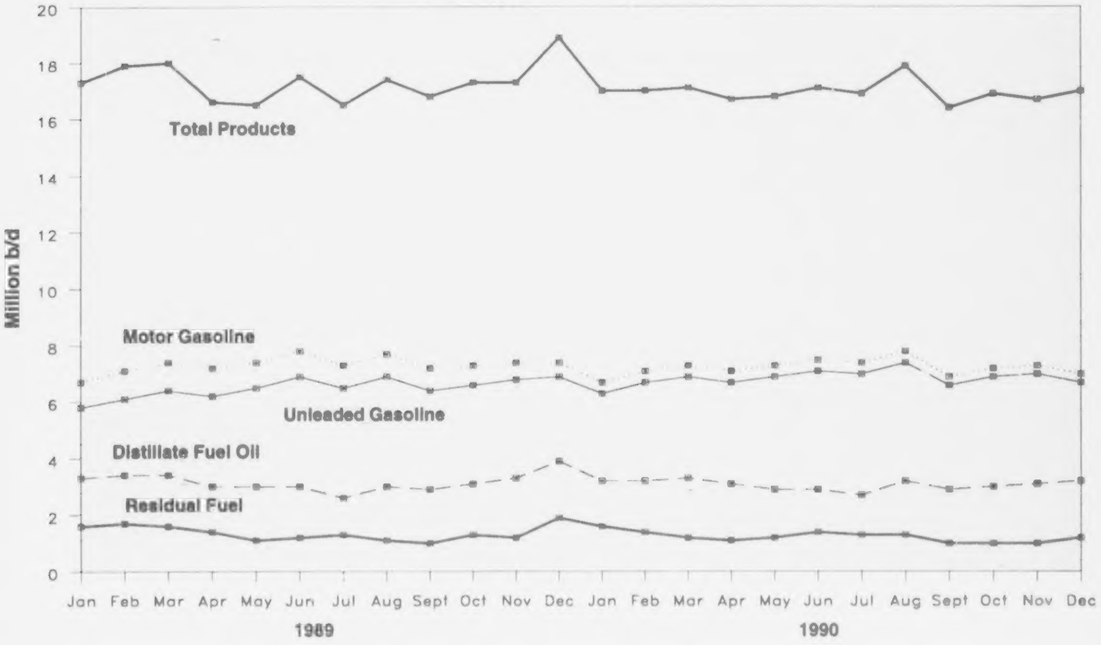
Stocks of Distillate Fuel Oil, U.S. Total

(Millions of bbl.)



Domestic Product Supply Trends

(Million b/d)



Petroleum Products Supplied

(Millions of b/d)

Year	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1990												
Finished Motor Gasoline	6.7	7.1	7.3	7.1	7.3	7.5	7.4	7.8	6.9	7.2	7.3	7.0
Leaded	0.4	0.5	0.4	0.4	0.4	0.4	0.4	0.4	0.3	0.3	0.3	0.3
Unleaded	6.3	6.7	6.9	6.7	6.9	7.1	7.0	7.4	6.6	6.9	7.0	6.7
Jet Fuel	1.6	1.5	1.4	1.5	1.5	1.5	1.4	1.5	1.5	1.5	1.6	1.7
Distillate Fuel Oil	3.2	3.2	3.3	3.1	2.9	2.9	2.7	3.2	2.9	3.0	3.1	3.2
Residual Fuel Oil	1.6	1.4	1.2	1.1	1.2	1.4	1.3	1.3	1.0	1.0	1.0	1.2
Other	4.0	3.7	3.9	3.9	4.0	3.9	4.1	4.2	4.2	4.1	3.8	4.1
Total	17.0	17.0	17.1	16.7	16.8	17.1	16.9	17.9	16.4	16.9	16.7	17.0
1989												
Finished Motor Gasoline	6.7	7.1	7.4	7.2	7.4	7.8	7.3	7.7	7.2	7.3	7.4	7.4
Leaded	1.0	1.0	1.0	0.9	0.9	0.9	0.8	0.8	0.8	0.7	0.6	0.5
Unleaded	5.8	6.1	6.4	6.2	6.5	6.9	6.5	6.9	6.4	6.6	6.8	6.9
Jet Fuel	1.5	1.5	1.5	1.4	1.3	1.5	1.4	1.5	1.5	1.5	1.5	1.7
Distillate Fuel Oil	3.3	3.4	3.4	3.0	3.0	3.0	2.6	3.0	2.9	3.1	3.3	3.9
Residual Fuel Oil	1.6	1.7	1.6	1.4	1.1	1.2	1.3	1.1	1.0	1.3	1.2	1.9
Other	4.1	4.1	4.1	3.6	3.8	3.9	3.9	4.0	4.0	4.0	3.8	3.9
Total	17.3	17.9	18.0	16.6	16.5	17.5	16.5	17.4	16.8	17.3	17.7	18.9
1988												
Finished Motor Gasoline	6.7	7.0	7.3	7.4	7.3	7.8	7.5	7.6	7.4	7.3	7.4	7.3
Leaded	1.3	1.4	1.4	1.4	1.4	1.5	1.3	1.3	1.3	1.3	1.2	1.1
Unleaded	5.4	5.6	5.9	6.0	5.9	6.3	6.1	6.2	6.1	6.0	6.2	6.2
Jet Fuel	1.6	1.5	1.4	1.4	1.4	1.4	1.4	1.4	1.4	1.5	1.4	1.5
Distillate Fuel Oil	3.6	3.6	3.5	2.9	2.8	2.9	2.6	2.9	2.8	3.2	3.2	3.6
Residual Fuel Oil	1.7	1.7	1.5	1.3	0.9	1.1	1.2	1.3	1.2	1.3	1.5	1.8
Other	3.9	4.0	3.9	3.6	3.8	3.9	4.0	4.3	4.2	4.3	4.1	4.2
Total	17.4	17.8	17.6	16.6	16.2	17.1	16.7	17.5	17.1	17.6	17.6	18.4

Source: Energy Information Administration, Weekly Status Reports, 1990-1991.

Stocks of Motor Gasoline

(Add 000,000 bbl.)

Year	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1990												
Finished Motor Gasoline	195.6	201.3	186.1	184.5	178.4	175.8	180.4	173.5	188.7	182.2	178.5	182.2
Leaded	17.8	15.4	13.6	12.6	11.9	10.6	10.6	10.6	11.4	10.6	9.9	10.0
Unleaded	177.8	185.9	172.5	171.9	166.5	165.3	169.8	163.0	177.3	171.6	168.6	172.2
Blending Components	40.4	44.3	42.1	39.1	39.6	37.6	39.0	37.8	41.3	40.5	40.4	39.3
Total Gasoline	236.0	245.7	228.2	223.6	218.0	213.4	219.4	211.3	230.0	222.7	218.9	221.4
East Coast	61.4	66.6	62.1	62.8	61.9	58.7	61.1	59.5	64.4	59.0	56.6	60.0
Midwest	64.5	66.8	61.0	59.7	58.8	59.3	57.4	55.7	61.3	58.2	55.7	55.7
Gulf Coast	68.0	71.9	65.4	61.2	61.0	61.6	66.7	61.7	66.1	66.7	67.8	66.4
Rocky Mountain	8.5	8.5	7.7	7.2	7.0	6.6	6.2	5.9	6.3	6.5	7.2	7.5
West Coast	33.6	32.0	31.9	33.0	29.4	27.2	28.0	28.6	32.0	32.2	30.8	31.5
1989												
Finished Motor Gasoline	205.7	203.7	189.1	188.5	183.4	178.0	190.1	182.1	185.6	182.6	185.0	177.1
Leaded	41.3	39.1	32.0	29.0	26.5	24.9	24.8	22.3	20.6	18.8	18.8	17.7
Unleaded	164.4	164.6	157.1	159.4	157.0	153.1	165.3	159.7	164.9	163.8	166.3	159.4
Blending Components	42.9	43.8	41.2	38.7	39.8	38.3	38.8	38.6	41.1	39.9	38.6	36.4
Total Gasoline	248.6	247.5	230.3	227.1	223.2	216.4	228.9	220.7	226.7	222.5	223.6	213.4
East Coast	67.9	67.3	64.0	63.4	62.3	60.5	65.0	61.9	61.7	63.6	63.4	56.9
Midwest	69.2	69.0	66.1	62.8	55.6	54.0	59.4	58.6	62.5	58.7	58.8	57.4
Gulf Coast	67.5	71.8	66.2	64.9	69.1	66.8	66.5	63.6	66.6	63.7	62.9	60.2
Rocky Mountain	8.1	8.0	7.2	6.1	5.7	5.9	6.2	6.0	6.6	6.4	6.9	7.5
West Coast	35.8	31.5	26.8	30.0	30.6	29.2	31.8	30.5	29.2	30.2	31.6	31.3

Stocks of Distillate Fuel Oil

(Add 000,000 bbl.)

Year	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1990												
Total U.S.	117.9	112.2	99.7	99.5	102.8	109.4	125.3	131.1	136.5	136.8	132.8	132.2
East Coast	44.3	39.5	30.9	30.0	33.6	40.1	51.7	57.9	63.0	65.4	60.8	55.6
Midwest	33.2	32.6	30.1	29.4	29.9	30.0	31.6	30.4	30.0	28.8	30.0	32.7
Gulf Coast	25.8	24.8	23.6	25.5	24.0	24.9	28.5	29.1	29.4	29.5	27.0	28.1
Rocky Mountain	3.2	3.2	2.7	2.7	2.9	3.1	3.1	2.5	2.5	2.5	2.8	3.3
West Coast	11.5	12.2	12.3	11.9	12.4	11.3	10.4	11.2	11.6	10.6	12.3	12.5
1989												
Total U.S.	120.6	107.6	96.7	98.5	99.6	99.6	115.0	116.3	123.2	121.7	119.8	105.7
East Coast	46.6	37.2	33.3	33.2	33.1	35.7	44.6	48.4	50.2	51.7	49.7	35.1
Midwest	32.7	31.3	27.2	27.4	27.2	27.0	28.8	29.0	31.1	28.7	28.9	30.7
Gulf Coast	27.7	26.2	22.8	23.9	25.3	23.9	27.7	26.1	28.5	27.6	27.0	25.0
Rocky Mountain	2.8	2.7	2.3	2.4	2.8	2.4	2.6	2.6	2.7	2.5	2.8	3.3
West Coast	10.8	10.3	11.1	11.7	11.2	10.6	11.3	10.2	10.7	11.1	11.3	11.6

Stocks of Residual Fuel Oil

(Add 000,000 bbl.)

Year	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1990												
Total U.S.	49.7	51.5	46.2	49.0	49.6	46.8	49.0	48.2	49.5	49.5	50.3	48.6
East Coast	22.3	23.2	18.4	19.1	19.9	20.1	21.5	20.6	22.3	22.5	22.2	23.3
Midwest	3.6	3.5	3.5	3.7	4.1	3.8	3.6	3.8	4.1	3.7	3.4	3.3
Gulf Coast	15.6	16.4	15.7	16.3	16.1	13.9	14.6	14.7	14.6	15.2	15.4	14.4
Rocky Mountain	0.5	0.4	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
West Coast	7.7	8.0	8.0	9.4	9.1	8.3	8.8	8.7	8.0	7.7	8.8	7.1
1989												
Total U.S.	47.2	45.6	41.6	40.1	42.5	44.1	42.7	44.5	49.4	50.9	52.4	43.8
East Coast	21.6	19.0	16.0	16.1	17.2	17.5	17.5	19.1	22.3	25.2	25.3	18.8
Midwest	3.5	3.4	3.2	2.8	3.1	3.2	3.1	3.1	3.5	3.3	3.3	3.5
Gulf Coast	12.3	12.9	13.2	12.1	13.2	14.3	13.3	14.9	15.0	13.9	14.2	13.7
Rocky Mountain	0.7	0.6	0.6	0.5	0.5	0.6	0.6	0.6	0.6	0.5	0.5	0.5
West Coast	9.2	9.7	8.7	8.6	8.4	8.5	8.2	6.9	8.1	8.0	9.1	7.5

Source: Energy Information Administration, Weekly Status Reports, 1990-1991.

Refinery and Bulk Terminal Stocks by States and PAD Regions (a) — 1990

(Add 000 bbl.)

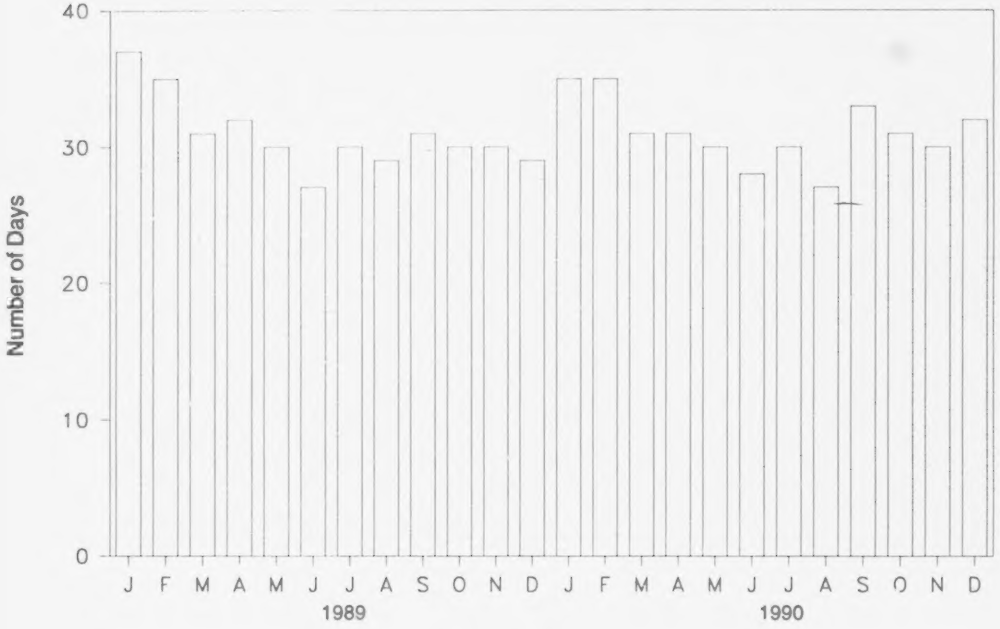
State	Leaded Gasoline	Unleaded Gasoline	Kerosine	Distillate	Residual Fuel
PAD District 1					
Connecticut	0	1,719	215	2,722	394
Delaware, D.C., Maryland	41	2,338	96	4,276	2,928
Florida	0	5,579	87	2,392	1,115
Georgia	3	2,641	114	1,463	261
Maine, New Hampshire, Vermont	0	1,091	283	2,253	609
Massachusetts	0	2,580	121	2,180	1,124
New Jersey	1	7,557	65	12,755	8,967
New York	3	4,551	431	7,798	5,244
North Carolina	14	2,550	272	1,707	166
Pennsylvania	4	4,856	488	5,257	1,237
Rhode Island	0	530	W	1,099	W
South Carolina	0	1,657	158	1,074	W
Virginia	12	3,686	186	2,910	616
West Virginia	22	107	W	98	W
Total	**100**	**41,442**	**2,629**	**47,964**	**23,274**
PAD District 2					
Illinois	178	6,386	307	4,984	1,465
Indiana	257	4,299	94	3,414	378
Iowa	100	1,363	W	1,385	W
Kansas, Nebraska	337	1,985	21	2,060	58
Kentucky	10	1,425	93	911	W
Michigan	87	3,197	108	1,877	135
Minnesota	166	1,549	W	1,343	166
Missouri	151	1,224	W	842	W
North Dakota, South Dakota	62	746	W	895	W
Ohio	4	3,797	355	2,286	199
Oklahoma	61	1,599	W	1,452	279
Tennessee	0	2,067	75	1,286	373
Wisconsin	13	1,839	W	1,726	30
Total	**1,426**	**31,476**	**1,275**	**24,461**	**3,315**
PAD District 3					
Alabama	0	1,501	81	912	488
Arkansas	2	620	W	367	W
Louisiana	10	6,210	259	3,994	5,278
Mississippi	8	2.237	12	2,366	W
New Mexico	145	406	W	378	24
Texas	412	17,945	688	12,161	8,243
Total	**577**	**28,919**	**1,044**	**20,178**	**14,383**
PAD District 4					
Colorado	176	855	W	463	W
Idaho	151	163	W	250	W
Montana	336	608	W	713	66
Utah	116	330	W	422	177
Wyoming	180	704	W	856	W
Total	**959**	**2,660**	**25**	**2,704**	**496**
PAD District 5					
Alaska	256	666	W	1,172	W
Arizona	292	635	W	235	W
California	2,538	10,099	54	6,574	4,434
Hawaii	32	624	W	508	W
Nevada	111	217	W	178	W
Oregon	592	1,122	W	833	95
Washington	1,223	2,493	W	1,840	709
Total	**5,044**	**15,856**	**74**	**11,340**	**6,955**
U.S. Total	**8,106**	**120,353**	**5,047**	**106,667**	**48,423**

W=Withheld to avoid disclosure of individual company data.

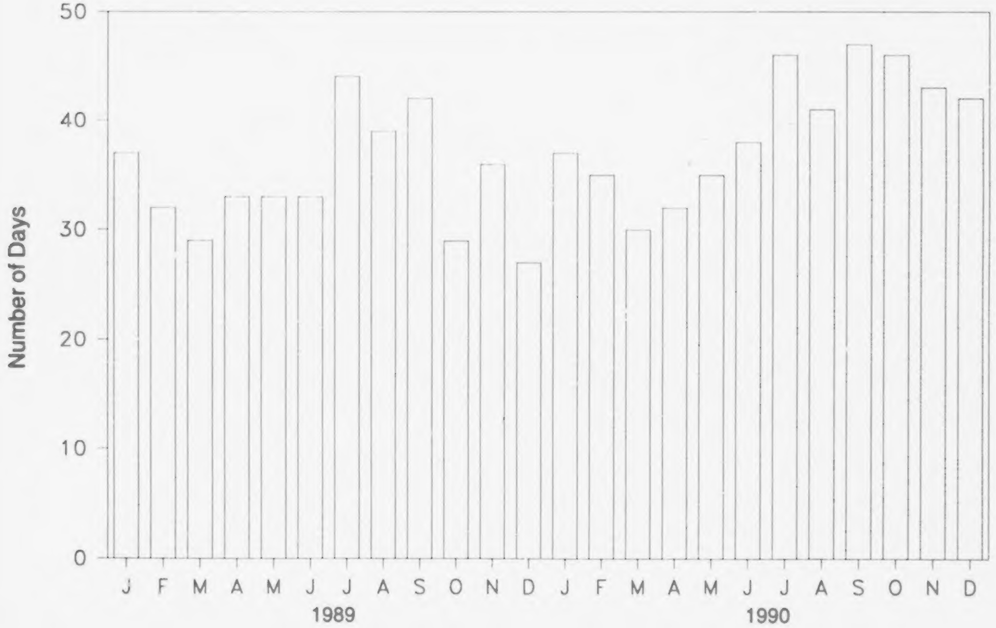
(a) Stocks are reported as of the last day of the month.

Source: Energy Information Administration, Petroleum Supply Monthly, Table 42, February 1991.

Gasoline Inventories — Number of Days Supply



Distillate Inventories — Number of Days Supply



Source: Energy Information Administration, Weekly Petroleum Status Report. Graphs by NPN.

U.S. Crude Oil Production — 1989 – 1980

(Thousands of b/d)

	1989	1988	1987	1986	1985	1984	1983	1982	1981	1980
PAD District 1										
Florida	20.0	21.2	22.7	25.7	31.4	39.6	53.4	70.2	95.3	117.2
New York	1.4	1.5	1.9	2.3	2.9	2.3	2.3	2.3	2.3	2.3
Pennsylvania	7.4	7.7	9.0	10.4	13.3	11.7	11.7	11.7	10.2	7.2
Virginia	**	**	**	**	**	**	0.2	0.1	**	**
West Virginia	6.1	7.2	7.8	8.6	9.7	9.7	9.9	8.9	9.5	6.4
Total	**34.9**	**37.6**	**41.4**	**47**	**57.3**	**63.3**	**77.5**	**93.2**	**117.3**	**133.1**
PAD District 2										
Illinois	55.8	61.4	65.7	74.6	82.9	79.1	80.0	75.9	66.0	62.0
Indiana	9.1	10.0	10.2	13.0	14.2	15.1	14.6	15.2	12.9	13.6
Kansas	152.0	160.7	164.1	183.7	206.6	207.5	196.1	193.2	180.3	164.3
Kentucky	14.8	14.9	15.7	17.7	21.3	21.3	21.6	20.2	17.9	16.2
Michigan	59.1	63.5	71.2	70.4	74.8	83.7	86.9	86.2	89.5	97.8
Missouri	0.4	0.4	0.3	0.3	0.6	0.8	0.7	0.6	0.6	0.3
Nebraska	17.1	16.3	16.7	19.4	19.0	17.7	17.5	18.8	18.3	17.0
North Dakota	100.7	107.5	113.3	125.0	139.3	144.3	138.9	129.5	124.4	110.2
Ohio	28.0	32.0	33.3	36.8	41.1	41.8	41.0	39.9	37.1	35.3
Oklahoma	321.9	352.1	368.2	386.6	445.9	461.3	434.5	434.6	422.1	410.2
South Dakota	4.4	4.5	4.5	4.3	4.4	3.7	3.2	3.2	2.7	2.1
Tennessee	1.5	1.6	1.7	2.1	2.9	3.3	3.6	3.7	3.2	2.4
Total	**764.8**	**824.9**	**864.9**	**933.9**	**1,053.0**	**1,079.6**	**1,038.6**	**1,021.0**	**975.0**	**931.4**
PAD District 3										
Alabama	54.3	56.8	56.5	57.9	59.1	54.3	51.4	54.8	56.6	60.5
Arkansas	30.9	37.2	39.0	43.2	52.2	51.3	51.6	51.6	50.3	49.8
Louisiana	1,107.7	1,194.4	1,304.2	1,403.0	1,392.4	1,411.7	1,313.90	1255.9	1,231.0	1,281.8
Mississippi	75.1	75.3	77.0	82.2	83.9	89.8	86.20	90.5	93.7	98.2
New Mexico	188.3	194.6	198.2	207.4	215.2	217.4	205.90	194.6	196.1	205.1
Texas	1,961.8	2,084.2	2,152.0	2,300.3	2,435.2	2,478.8	2,473.00	2535.1	2,589.4	2,670.6
Total	**3,418.1**	**3,642.5**	**3,826.9**	**4,094.0**	**4,238.0**	**4,303.3**	**4,182.0**	**4,182.5**	**4,217.1**	**4,366.0**
PAD District 4										
Colorado	84.0	88.4	78.9	80.3	82.9	79.0	79.6	83.7	83.0	81.4
Montana	57.4	63.8	68.7	74.2	81.6	81.5	80.1	84.7	84.4	80.0
Utah	77.9	90.2	98.0	107.3	111.8	95.0	80.9	61.5	70.9	68.2
Wyoming	295.1	311.4	315.8	332.4	352.1	340.5	324.1	324.1	357.7	345.2
Total	**514.4**	**553.8**	**561.4**	**594.2**	**628.4**	**596.0**	**564.7**	**554.0**	**596.0**	**574.8**
PAD District 5										
Alaska	1,873.9	2,016.8	1961.5	1,866.6	1,825.3	1,727.1	1,713.8	1,695.6	1609.1	1616.6
Arizona	0.4	0.3	0.4	0.4	0.5	0.6	0.6	0.9	1.0	1.1
California	997.9	1,054.7	1084.1	1,114.2	1,161.3	1,128.8	1,108.7	1,100.2	1054.7	975.2
Nevada	8.8	8.8	8.5	8.0	8.3	5.2	2.2	1.7	1.9	2.4
Total	**2,881.0**	**3,080.6**	**3,054.5**	**2,989.2**	**2,995.4**	**2,861.7**	**2,825.3**	**2,798.4**	**2,666.7**	**2,595.3**
Total U.S.	**7,613.2**	**8,139.4**	**8,349.1**	**8,658.3**	**8,972.1**	**8,903.9**	**8,688.1**	**8,649.1**	**8,572.1**	**8,600.6**

**Less than 100 barrels per day.

Source: Independent Petroleum Assn. of America, "The Oil and Natural Gas Producing Industry in Your State," 1990-1991.

IPAA's New Outlook: Soft Demand, Slight Downturn in Supply

The Independent Petroleum Assn. of America's latest petroleum supply and demand forecast, released in May 1991, is only slightly different in most categories from IPAA's earlier October 1990 forecast, published in *NPN*'s January issue (p27).

The forecast by IPAA's supply and demand committee projects a modest decline in total demand of 0.5% to an average for the year of 17.7-million b/d. Gasoline demand is expected to drop 0.8% for the year. The supply side softens somewhat, too, in the committee's 1991 scenerio, declining 0.9% to an average of 17.7-million b/d.

The level of crude and product imports continues to be a disturbing factor, IPAA says. Crude imports are projected to increase 2.8% to 6-million b/d, while total imports edge up 0.2% to 7.9-million b/d.

1991 FORECAST

(Add 000 b/d)

	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1991 Average	1990-91 % Chg.
DEMAND						
Domestic Products						
Motor Gasoline	6,841	7,245	7,348	7,192	7,158	-0.8%
Aviation Fuels	1,482	1,462	1,490	1,539	1,493	-1.4
Distillate Fuel	3,253	2,925	2,872	3,204	3,063	1.4
Residual Fuel Oil	1,261	1,125	1,110	1,226	1,180	-3.7
Other Products	3,798	3,790	4,109	3,999	3,925	-0.5
Total Domestic Demand	**16,635**	**16,547**	**16,929**	**17,160**	**16,819**	**-0.6**
Total Exports	**987**	**784**	**781**	**919**	**867**	**0.3**
TOTAL DEMAND	**17,622**	**17,331**	**17,710**	**18,079**	**17,686**	**-0.5**
SUPPLY						
Domestic Production						
Crude Oil	7,450	7,310	7,190	7,102	7,262	-0.5%
Natural Gas Liquids	1,563	1,550	1,546	1,582	1,560	0.6
Total Production	9,013	8,860	8,736	8,684	8,822	-0.3
Imports						
Motor Gasoline	263	417	395	356	358	-8.4
Aviation Fuels	67	106	84	81	85	-17.5
Distillate Fuel	214	240	241	285	245	-11.2
Residual Fuel Oil	442	462	465	478	462	-8.2
Other Products	781	756	817	775	782	-2.9
Total Products	**1,767**	**1,981**	**2,002**	**1,975**	**1,932**	**-7.0**
Crude Oil Imports	5,503	6,073	6,433	6,021	6,010	2.8
Total Imports	**7,270**	**8,054**	**8,435**	**7,996**	**7,942**	**0.2**
Other Supply	859	929	987	1,044	955	-13.2
TOTAL SUPPLY	**17,142**	**17,843**	**18,158**	**17,724**	**17,719**	**-0.9**
Refinery Inputs	**12,750**	**13,420**	**13,800**	**13,330**	**13,328**	**-0.6**
CLOSING STOCKS (millions of bbl.)						
Motor Gasoline	214.2	213.2	222.4	221.9	221.9	0.2%
Aviation Fuels	46.4	46.9	49.0	48.5	48.5	-9.9
Distillate Fuel	99.7	106.2	129.1	129.3	129.3	-2.2
Residual Fuel Oil	44.6	46.2	49.0	48.4	48.4	-0.4
OtherProducts	252.0	285.4	292.9	264.2	264.2	2.0
Total Products	**656.9**	**697.9**	**742.4**	**712.3**	**712.3**	**-0.4**
Crude Oil Stocks	337.8	343.4	340.1	337.5	337.5	4.5
TOTAL STOCKS	**994.7**	**1,041.3**	**1,082.5**	**1,049.8**	**1,049.8**	**1.1**

NOTES: Other supply products include refinery processing gain, unaccounted crude oil, and other hydrocarbons. SPR imports and stocks are excluded. Refinery Inputs include crude oil, NGL, unfinished oils, and other hydrocarbons.

Source: IPAA Supply and Demand Committee, May 1991.

U.S. Refinery Operations

(Add 000 b/d)

	Full Year			4th Quarter			3rd Quarter			2nd Quarter		
U.S. Refinery Operations	1990	1989	% Chng.	1990	1989	% Chng.	1990	1989	% Chng.	1990	1989	% Chng.
Input to crude oil distillation units	13,591	13,551	0.3	13,052	13,441	(2.9)	14,380	13,960	3.0	13,525	13,585	(0.4)
Operable capacity	15,565	15,701	(0.9)	15,616	15,738	(0.8)	15,525	15,709	(1.2)	15,575	15,692	(0.7)
Refinery utilization (%)	87.3	86.3	1.2	83.6	85.4	(2.1)	92.6	88.9	4.2	86.8	86.6	0.2
Crude oil runs	13,410	13,401	0.1	12,825	13,314	(3.7)	14,195	13,834	2.6	13,356	13,422	(0.5)

Source: American Petroleum Institute, Monthly Statistical Reports, 1990.

Crude Oil and Product Inventories

(Add 000,000 bbl.)

	Full Year			4th Quarter			3rd Quarter			2nd Quarter		
Stocks	1990	1989	% Chng.	1990	1989	% Chng.	1990	1989	% Chng.	1990	1989	% Chng.
Crude oil (a)	324.3	341.3	(5.0)	324.3	341.3	(5.0)	352.8	334.9	5.3	383.3	331.3	15.7
Unfinished oils	99.1	106.2	(6.7)	99.1	106.2	(6.7)	112.1	107.1	4.7	115.0	113.7	1.1
Total motor gasoline (b)	223.1	213.4	4.5	223.1	213.4	4.5	224.7	226.7	(0.9)	214.8	216.4	(0.7)
Finished leaded gasoline	10.2	17.7	(42.4)	10.2	17.7	(42.4)	11.0	20.6	(46.6)	10.9	24.9	(56.2)
Finished unleaded gasoline	173.5	159.4	8.8	173.5	159.4	8.8	172.9	164.9	4.9	165.2	153.1	7.9
Naphtha jet	6.0	6.4	(6.3)	6.0	6.4	(6.3)	6.1	6.8	(10.3)	6.4	6.2	3.2
Kerosine jet	44.8	34.5	29.9	44.8	34.5	29.9	42.6	41.1	3.6	41.7	38.4	8.6
Distillate fuel oil	129.8	105.7	22.8	129.8	105.7	22.8	134.2	123.2	8.9	110.8	99.6	11.2
Residual fuel oil	49.3	43.8	12.6	49.3	43.8	12.6	51.1	49.4	3.4	44.1	44.1	0.0
All other oils	151.1	1.503	0.5	151.1	1.503	0.5	203.6	201.1	1.2	188.8	186.2	1.4
Total all oils	1,027.5	1,001.6	2.6	1,027.5	1,027.5	2.6	1,127.2	1,090.3	3.4	104.9	1,035.9	6.7

(a) Does not include Strategic Petroleum Reserve; (b) Total includes lead and unleaded gasolines and blending components.

Source: American Petroleum Institute, Monthly Statistical Reports, 1990.

Domestic Supply Trend

(Add 000,000 bbl.)

Year	All products	Gasoline	Kerosine (a)	Distillate	Residual	LPG	Lubes	Other
1990 (b)	6,190	2,630	546	1,114	447	611	61	781
1989	6,324	2,675	543	1,152	500	609	58	751
1988	6,261	2,670	481	1,132	487	631	58	802
1987	6,083	2,630	465	1,086	461	588	59	794
1986	5,943	2,576	439	1,064	518	555	52	739
1985	5,740	2,493	404	1,047	439	584	53	720
1980	6,932	2,536	397	1,389	1,033	414	58	1,105

(a) Kerosine includes jet fuel; (b) Preliminary.

Source: Energy Information Administration, Petroleum Supply Monthly, Table 5, and American Petroleum Institute.

U.S. Estimated Petroleum Balance

(Add 000 b/d)

	Full Year			4th Quarter			3rd Quarter			2nd Quarter		
Petroleum Products Supplied From Primary Storage (a)	1990	1989	% Chng.	1990	1989	% Chng.	1990	1989	% Chng.	1990	1989	% Chng.
PRODUCTS SUPPLIED:												
Motor gasoline, total	7,206	7,328	(1.7)	7,116	7,335	(3.2)	7,443	7,420	0.3	7,326	7,439	(1.5)
Finished leaded gasoline	385	821	(53.1)	304	580	(47.6)	386	789	(51.1)	420	917	(54.2)
Finished unleaded gasoline	6,821	6,507	4.8	6,812	6,775	0.5	7,057	6,631	6.4	6,906	6,522	5.9
Naphtha jet	182	205	(11.2)	183	203	(9.9)	178	209	(14.8)	180	213	(15.5)
Kerosine jet	1,314	1,284	2.3	1,385	1,377	0.6	1,331	1,264	5.3	1,279	1,179	8.5
Distillate fuel oil	3,050	3,157	(3.4)	3,082	3,452	(10.7)	2,902	2,816	3.1	2,925	2,977	(1.7)
Residual fuel oil	1,225	1,370	(10.6)	1,098	1,470	(25.3)	1,200	1,141	5.2	1,176	1,246	(5.6)
All other oils	4,131	4,132	0.0	4,186	4,160	0.6	4,252	4.160	2.2	3,938	3,953	(0.4)
Reclassified	-148	-151	(2.0)	-188	-187	0.5	-137	-140	(2.1)	-113	-122	(7.4)
Total domestic products supplied	**16,960**	**17,325**	**(2.1)**	**16,862**	**17,830**	**(5.4)**	**17,169**	**16,870**	**1.8**	**16,711**	**16,885**	**(1.0)**
Exports	813	859	(5.4)	899	944	4.8	730	802	(9.0)	812	858	(5.4)
Total Products Supplied	**17,773**	**18,184**	**(2.3)**	**17,761**	**18,774**	**(5.4)**	**17,899**	**17,672**	**1.3**	**17,523**	**17,743**	**(1.2)**
SUPPLY:												
Domestic production:												
Crude oil	7,224	7,613	(5.1)	7,231	7,441	(2.8)	7,079	7,512	(5.8)	7,225	7,738	(6.6)
Natural gas liquids	1,545	1,546	(0.1)	1,625	1,434	13.3	1,456	1,509	(3.5)	1,470	1,601	(8.2)
Other supply:	1,118	922	21.3	1,192	893	33.5	1,124	984	14.2	915	897	2.0
Total domestic supply	**9,887**	**10,081**	**(1.9)**	**10,048**	**9,768**	**2.9**	**9,659**	**10,005**	**(3.5)**	**9,610**	**10,236**	**(6.1)**
Imports:												
Crude oil, total (b)	5,884	5,787	1.7	5,075	5,908	(14.1)	6,466	6,216	4.0	6,186	5,753	7.5
Canadian	633	630	0.5	631	599	5.3	683	626	9.1	648	640	1.3
Other	5,251	5,157	1.8	4,444	5,309	(16.3)	5,783	5,590	3.5	5,538	5,113	8.3
Products, total	2,073	2,217	(6.5)	1,741	2,133	(18.4)	2,118	2,042	3.7	2,226	2,125	4.8
Residual fuel oil	497	629	(21.0)	391	603	(35.2)	497	504	(1.4)	536	584	(8.2)
Other	1,576	1,588	(0.8)	1,350	1,530	(11.8)	1,621	1,538	5.4	1,690	1,541	9.7
Total imports	**7,957**	**8,004**	**(0.6)**	**6,816**	**8,041**	**(15.2)**	**8,584**	**8,258**	**3.9**	**8,412**	**7,878**	**6.8**
Total supply	**17,844**	**18,085**	**(1.3)**	**16,864**	**17,809**	**(5.3)**	**18,243**	**18,263**	**(0.1)**	**18,022**	**18,114**	**(0.5)**

(a) Preliminary; (b) Does not include SPR reports or reserves.

Source: American Petroleum Institute, Monthly Statistical Reports, 1990.

Petroleum Product Consumption — 1989

(Add 000 bbl.)

State	Motor Gasoline	Aviation Fuels	Middle Distillates (a)	Residual Fuel Oil	Propane	All Other (b)	Total Products
Alabama	46,237	1,611	17,563	3,035	3,921	12,701	85,068
Alaska	5,133	16,776	9,090	17,857	209	8,611	57,676
Arizona	39,476	6,774	9,644	6,548	1,217	11,173	74,832
Arkansas	31,233	944	14,106	17	3,146	8,678	58,124
California	333,225	85,187	91,505	65,545	9,020	102,582	687,064
Colorado	37,355	4,978	10,436	217	2,788	9,789	65,563
Connecticut	32,012	1,965	21,128	27,004	1,141	14,611	97,861
Delaware	9,291	132	7,360	3,633	1,606	3,865	25,887
Dist. of Col.	4,060	0	3,695	1,476	0	1,620	10,851
Florida	147,290	28,551	36.550	32,536	8,034	44,397	297,358
Georgia	81,518	15,196	25,983	1,759	5,699	22,843	152,998
Hawaii	8,365	10,699	3,530	13,809	2,024	6,744	45,171
Idaho	11,117	647	5,481	43	506	3,123	20,917
Illinois	104,997	4,373	30,755	2,454	10,152	26,806	179,537
Indiana	61,009	16,427	31,351	2,364	6,619	20,670	138,440
Iowa	33,717	875	17,736	238	6,060	10,289	68,915
Kansas	37,186	3,279	17,297	770	19,167	13,637	91,336
Kentucky	43,037	4,568	19,901	371	3,308	12,494	83,679
Louisiana	59,949	27,671	43,347	34,588	11,915	31,148	208,618
Maine	17,002	1,100	12,036	11,079	570	7,334	49,121
Maryland	46,875	2,978	19,765	12,522	1,073	14,605	97,818
Massachusetts	60,221	8,765	46,213	28,229	1,775	25,485	170,688
Michigan	100,715	7,896	25,361	1,360	13,651	26,148	175,131
Minnesota	48,617	4,938	19,614	1,011	6,493	14,159	94,832
Mississippi	32,158	5,549	24,978	405	8,848	12,626	84,564
Missouri	60,577	6,886	18,902	961	8,170	16,760	112,256
Montana	10,867	819	6,419	109	1,340	3,432	22,986
Nebraska	17,964	649	12,718	952	3,055	6,202	41,540
Nevada	15,836	3,823	6,886	217	803	4,838	32,403
New Hampshire	8,366	240	9,573	1,156	1,077	3,583	23,995
New Jersey	124,838	39,895	90,210	38,154	2,134	51,816	347,047
New Mexico	18,424	1,573	8,354	83	3,201	5,552	37,187
New York	125,533	4,963	64,782	70,516	4,965	47,521	318,280
North Carolina	80,155	5,503	31,896	6,183	7,766	23,080	154,583
North Dakota	8,060	323	6,707	714	2,424	3,199	21,427
Ohio	124,877	9,787	42,906	1,915	6,229	32,595	218,309
Oklahoma	48,494	11,045	18,077	1,638	5,401	14,858	99,513
Oregon	31,727	2,940	17,491	5,774	1,045	10,351	69,328
Pennsylvania	119,285	9,923	63,336	22,730	6,591	38,939	260,804
Rhode Island	14,347	628	11,730	1,842	395	5,080	34,022
South Carolina	40,888	824	14,493	2,885	3,191	10,931	73,212
South Dakota	8,942	1,322	5,857	262	1,265	3,097	20,745
Tennessee	68,120	4,33	29,214	568	2,565	18,393	123,193
Texas	289,917	95,907	129,825	44,717	66,204	109,969	736,539
Utah	19,542	5,325	8,342	332	1,170	6,092	40,803
Vermont	4,153	178	2,472	242	677	1,355	9,077
Virginia	73,051	11,291	35,438	9,565	2,643	23,165	155,153
Washington	58,297	17,452	23,459	13,415	2,412	20,190	135,225
West Virginia	13,782	410	7,602	668	317	3,998	26,777
Wisconsin	48,886	1,496	22,698	609	5,755	13,943	93,387
Wyoming	6,556	293	8,661	817	2,871	3,369	22,567
Total	**2,873,276**	**497,643**	**1,262,469**	**476,828**	**271,018**	**944,458**	**6,325,692**

(a) Middle distillates include kerosine; (b) All other includes naphtha, lubricants, waxes, petroleum coke, and still gas.

Source: Independent Petroleum Assn. of America, "The Oil and Natural Gas Industry in your State", 1990-1991.

Supply and Demand, Principle Products

(Add 000 bbl.)

Year	Motor Gasoline	Aviation Gasoline	Distillate Fuel Oil	Residual Fuel Oil	Jet Fuel(a)	Lubricants	Asphalt
Domestic Supply							
1990 (b)	2,660,527	9,426	1,114,983	457,416	543,968	61,159	188,408
1989	2,674,720	9,490	1,152,305	500,050	543,485	58,035	163,345
Production							
1990 (b)	2,560,254	8,918	988,532	348,856	529,173	61,239	172,426
1989	2,541,495	9,125	1,058,135	348,210	512,095	61,320	154,760
Imports							
1990 (b)	126,520	55	104,581	190,302	39,106	3,589	11,862
1989	134,685	—	111,690	229,585	38,690	4,015	11,315

(a) Includes Naphtha and Kerosine-based fuels.
(b) Preliminary including some estimates by NPN.
Source: Energy Information Administration, Petroleum Supply Monthly.

U.S Oil Imports (a)

(Add 000 b/d)

Year	Crude Oil	Other Products	Residual Fuel Oil	Total Imports	% of Total U.S Supply
1990 (b)	5,884	1,576	497	7,957	46.9
1989	5,787	1,588	629	8,004	46.2
1988	5,107	1,651	644	7,402	42.8
1987	4,674	1,439	565	6,678	40.0

(a) Does not include Strategic Petroleum Reserve.
(b) Preliminary.
Source: Energy Information Administration, Petroleum Supply Monthly.

Origins of U.S. Oil Imports

	OPEC Sources		Arab OPEC		Western Hemispheres	Eastern Hemispheres
Year	000 b/d	% Of Total Imports	000 b/d	% Of Total Imports	000 b/d	000 b/d
1990(a)	4,750	53.8	2,867	32.5	4,475	3,479
1989	4,140	51.3	2,130	26.4	4,513	3,466
1988	3,520	47.6	1,839	24.8	4,361	3,077
1987	3,060	45.8	1,274	19.1	4,069	2,[illegible]08

(a) Preliminary.
Source: Energy Information Administration, Petroleum Supply Monthly.

Unleaded Gasoline: Growth by Years

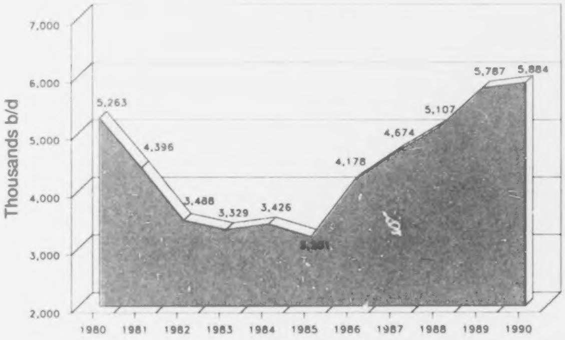
(Add 000 b/d)

	Total Gasoline Consumption	Unleaded Gasoline Consumption	Unleaded Gasoline of Total
1990 Avg.	**7,208**	**6,824**	**94.7%**
January	6,675	6,772	94.0
February	7,129	6,657	93.4
March	7,325	6,881	93.9
April	7,116	6,696	94.1
May	7,304	6,884	94.2
June	7,448	7,059	94.4
July	7,415	7,012	94.6
August	7,771	7,360	94.7
September	6,897	6,574	95.3
October	7,201	6,854	95.2
November	7,257	6,956	95.9
December	6,920	6,669	96.4
1989 Avg.	**7,326**	**6,500**	**88.7%**
January	6,732	5,753	85.4
February	7,045	6,119	86.3
March	7,421	6,381	86.0
April	7,150	6,238	87.2
May	7,416	6,486	87.5
June	7,803	6,886	88.3
July	7,316	6,518	89.1
August	7,709	6,917	89.7
September	7,225	6,428	89.0
October	7,256	6,586	90.8
November	7,356	6,746	91.7
December	7,420	6,909	93.1
1988 Avg.	**7,336**	**5,995**	**81.7**
1986 Avg.	**7,034**	**4,854**	**69.0**
1984 Avg.	**6,693**	**3,987**	**59.6**
1982 Avg.	**6,539**	**3,409**	**52.1**
1980 Avg.	**6,579**	**3,067**	**46.6**
1977 Avg. (a)	**7,117**	**1,976**	**27.5**

(a) Unleaded was mandated in July, 1977.
Source: Energy Information Administration, Monthly Energy Review, December 1990, and Petroleum Supply Monthly, 1990.

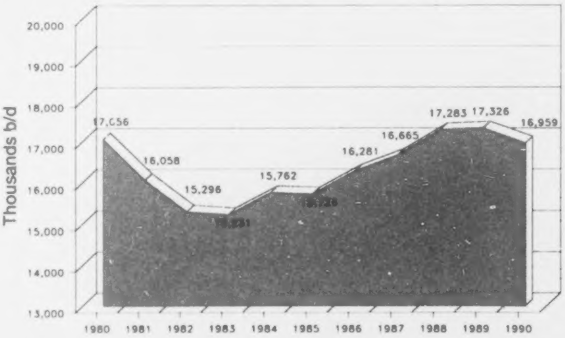
Crude Oil Imports

(Add 000 b/d)



Domestic Supply of Oil Products

(Add 000 b/d)

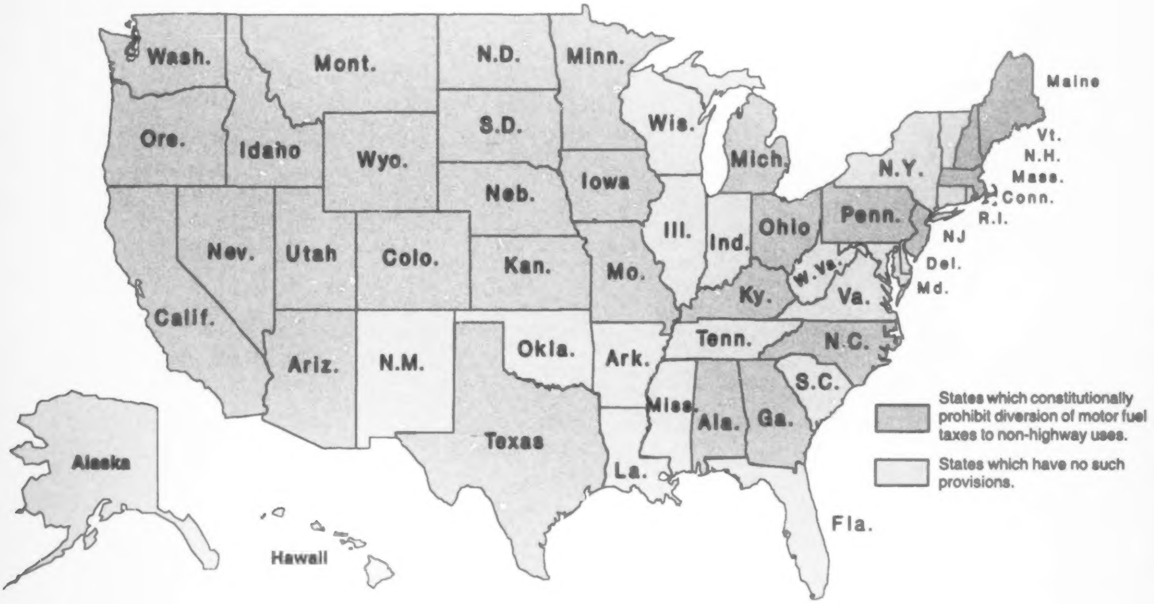


State Motor Fuel Tax Collections

State	State Gas. Tax Rates Per Gal. In 1990	Total State Motor Fuel Tax Revenues (a) (Add 000) 1990	1989	% Change
Alabama	13¢	$430,079	$367,484	17.0%
Alaska	8	22,887	19,825	15.4
Arizona	18	363,691	350,217	3.8
Arkansas	13.5	213,499	214,820	(0.6)
California	14	1,494,544	1,299,547	15.0
Colorado	20	332,359	307,894	7.9
Connecticut	22	329,327	317,160	3.9
Delaware	16	62,059	65,372	(5.1)
Dist. of Col.	18	34,692	29,293	19.4
Florida	10.9	727,963	729,970	(0.3)
Georgia	7.5	326,845	329,626	(0.8)
Hawaii	11	42,468	43,189	(1.7)
Idaho	18	97,210	101,450	(4.2)
Illinois	19	1,153,473	510,547	42.3
Indiana	15	510,303	583,163	(9.4)
Iowa	20	319,126	322,380	(1.0)
Kansas	16	226,095	191,368	18.1
Kentucky	15	338,075	361,090	(6.4)
Louisiana	20	419,664	361,171	16.2
Maine	17	118,190	123,673	(4.4)
Maryland	18.5	425,854	458,668	(5.1)
Massachusetts	17	376,292	313,786	19.9
Michigan	15	703,700	685,058	2.7
Minnesota	20	447,007	446,593	0.1
Mississippi	18	291,856	282,816	3.2
Missouri	11	358,858	357,931	0.3
Montana	20	101,101	103,970	(2.8)
Nebraska	21.4	203,952	182,049	12.0
Nevada	16.6	131,244	140,679	(6.7)
New Hampshire	16	94,362	86,800	8.7
New Jersey	10.5	422,036	426,341	(1.0)
New Mexico	16.2	169,533	151,659	11.8
New York	8	520,587	532,255	(2.2)
North Carolina	21.5	832,383	692,110	20.3
North Dakota	17	68,624	72,592	(5.5)
Ohio	20	1,092,589	939,322	16.3
Oklahoma	16	304,156	317,134	(4.1)
Oregon	18	294,050	216,399	35.9
Pennsylvania	12	665,930	1,015,249	(34.4)
Rhode Island	20	83,096	73,446	13.1
South Carolina	16.5	344,154	337,536	1.9
South Dakota	18	74,873	78,989	(5.2)
Tennessee	21.4	647,010	592,063	9.3
Texas	15	1,437,960	1,508,004	(4.6)
Utah	19	154,842	162,245	(4.6)
Vermont	16	51,330	49,896	2.9
Virginia	17.7	614,015	600,657	2.2
Washington	22	531,755	453,992	17.1
West Virginia	20.35	163,383	136,745	19.5
Wisconsin	21.5	518,564	515,417	0.6
Wyoming	9	42,074	39,178	7.4
Total U.S.	—	**19,729,940**	**18,868,820**	
% Change from prior year	—	**4.6%**	**5.9%**	**4.6%**

(a)Estimated for 1990. Both 1990 and 1989 totals include some miscellaneous "other receipts," however, these are smallish amounts. The bulk of the taxes herein are for gasoline. The totals do NOT include diesel fuel or LPG taxes.

Source: Federal Highway Administration, Table SS89-2, published October 1990.



▨ States which constitutionally prohibit diversion of motor fuel taxes to non-highway uses.

☐ States which have no such provisions.

State and Federal Gasoline Taxes — 1990

(¢ per gal.)

State (a)	State Gasoline Tax Rate	State Gasohol Tax Rate	State Diesel Tax Rate	State Sales or Special Taxes	Local Option	State + 14.0¢ Federal Tax
Alabama	13.0	13.0	14.0	—	Yes	27.0
Alaska	8.0	0.0	8.0	—	—	22.0
Arizona	18.0	18.0	18.0	—	—	32.0
Arkansas	13.5	13.5	12.5	—	—	27.5
California	14.0	14.0	14.0	6.25%	Yes	28.0
Colorado**	22.0	22.0	18.0	—	—	36.0
Connecticut	22.0	19.0	22.0	3.0%	—	36.0
Delaware**	19.0	19.0	19.0	—	—	33.0
Dist. of Col.	18.0	18.0	18.0	—	—	32.0
Florida*	10.9	10.9	10.9	—	Yes	24.9
Georgia	7.5	7.5	7.5	4.0%	—	21.5
Hawaii	11.0	11.0	11.0	4.0%	Yes	25.0
Idaho	18.0	14.0	18.0	—	—	32.0
Illinois	19.0	19.0	21.5	6.25%	Yes	33.0
Indiana	15.0	15.0	16.0	5.0%	—	29.0
Iowa	20.0	19.0	22.5	—	—	34.0
Kansas	16.0	15.0	18.0	—	—	30.0
Kentucky*	15.0	15.0	12.0	—	—	29.0
Louisiana	20.0	20.0	20.0	—	—	34.0
Maine	17.0	17.0	20.0	—	—	31.0
Maryland	18.5	18.5	18.5	—	—	32.5
Massachusetts* **	21.0	21.0	21.0	—	—	35.0
Michigan*	15.0	15.0	15.0	4.0%	—	29.0
Minnesota	20.0	18.0	20.0	—	—	34.0
Mississippi	18.0	18.0	18.0	—	Yes	32.0
Missouri	11.0	11.0	11.0	—	—	25.0
Montana	20.0	20.0	20.0	—	—	34.0
Nebraska* **	26.4	23.4	26.4	—	—	40.4
Nevada	18.0	18.0	22.0	—	Yes	32.0
New Hampshire	16.0	16.0	16.0	—	—	30.0
New Jersey	10.5	4.5	13.5	—	—	24.5
New Mexico	16.2	16.2	16.2	—	Yes	30.2
New York	8.0	8.0	10.0	6.75%	Yes	22.0
North Carolina*	21.5	21.5	21.5	—	—	35.5
North Dakota	17.0	17.0	17.0	—	—	31.0
Ohio*	20.0	20.0	20.0	—	—	34.0
Oklahoma	16.0	16.0	13.0	—	—	30.0
Oregon**	20.0	20.0	20.0	—	Yes	34.0
Pennsylvania	12.0	12.0	12.0	6.0%	—	26.0
Rhode Island*	20.0	20.0	20.0	—	—	34.0
South Carolina	16.0	10.0	16.0	—	—	30.0
South Dakota	18.0	16.0	18.0	—	Yes	32.0
Tennessee	21.4	21.4	17.4	—	Yes	35.4
Texas	15.0	15.0	15.0	—	—	29.0
Utah	19.0	19.0	19.0	—	—	33.0
Vermont	16.0	16.0	17.0	—	—	30.0
Virginia	17.7	17.7	16.2	—	Yes	31.7
Washington	22.0	22.0	22.0	—	—	36.0
West Virginia*	20.35	20.35	20.35	—	—	34.35
Wisconsin*	21.5	21.5	21.5	—	—	35.5
Wyoming	9.0	5.0	9.0	—	—	23.0

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*Variable tax expressed in cents per gal.

**Recent rate change.

Source: National Highway Users Federation, as of January 8, 1991.

Net Gasoline Revenues by States (a)

(Thousands of Dollars)

State	1990 (b)	1989 (c)	1988	1987	1986	1985
Alabama	346,234	295,842	273,375	269,040	252,869	245,035
Alaska	22,832	19,777	20,936	19,360	21,258	24,144
Arizona	359,288	345,977	323,549	314,240	294,210	229,543
Arkansas	213,499	214,820	203,548	198,430	197,101	169,804
California	1,489,621	1,295,266	1,275,415	1,258,470	1,200,981	1,140,251
Colorado	332,288	307,828	305,102	253,050	244,666	185,088
Connecticut	324,862	312,812	296,633	282,780	238,322	212,053
Delaware	62,038	65,350	62,064	52,920	41,878	39,552
Dist. of Col.	34,920	29,258	28,053	28,210	25,169	24,753
Florida	663,688	665,518	645,830	631,368	592,452	552,407
Georgia	323,205	325,957	321,118	307,425	293,307	278,403
Hawaii	42,423	43,143	41,632	41,250	39,132	32,609
Idaho	96,863	101,088	88,053	79,895	77,252	78,086
Illinois	1,153,473	810,547	720,879	726,510	672,139	639,106
Indiana	510,105	562,944	535,443	523,900	512,623	416,034
Iowa	317,574	320,812	290,321	259,925	244,149	193,555
Kansas	225,925	191,224	168,069	162,120	153,857	150,421
Kentucky	337,317	360,280	338,240	307,440	239,069	191,457
Louisiana	418,511	360,179	374,220	368,480	341,887	351,109
Maine	118,018	123,493	111,514	103,180	88,333	85,350
Maryland	424,202	446,927	441,989	378,465	309,172	290,548
Massachusetts	365,336	304,650	307,329	296,120	281,257	285,988
Michigan	685,846	667,677	671,559	883,700	648,462	625,063
Minnesota	446,024	445,611	423,688	359,380	341,399	340,704
Mississippi	275,499	266,966	246,381	174,640	136,846	129,522
Missouri	356,977	356,055	344,478	297,440	215,445	208,208
Montana	100,838	103,700	102,292	91,945	80,177	78,966
Nebraska	203,395	182,034	64,125	163,472	152,691	129,180
Nevada	130,897	140,307	127,148	95,700	78,993	71,662
New Hampshire	86,087	79,188	79,025	78,120	71,115	66,231
New Jersey	421,769	426,071	383,697	308,930	349,050	312,791
New Mexico	161,759	144,705	113,626	127,025	103,709	98,149
New York	520,572	532,240	525,277	526,230	499,707	491,730
North Carolina	817,464	679,705	607,505	572,260	488,511	405,450
North Dakota	64,882	68,612	68,268	56,940	48,648	52,242
Ohio	1,092,589	939,322	796,873	745,690	604,960	549,637
Oklahoma	303,614	316,569	308,751	210,200	202,212	194,567
Oregon	293,733	216,166	191,312	151,800	141,149	125,967
Pennsylvania	661,502	1,008,498	997,123	393,160	920,233	892,469
Rhode Island	83,096	73,446	66,644	63,450	55,315	48,403
South Carolina	339,412	332,982	283,115	268,880	254,450	247,003
South Dakota	74,286	78,370	70,973	57,330	51,921	51,406
Tennessee	607,431	555,845	469,316	467,880	391,857	294,541
Texas	1,437,960	1,508,004	1,464,164	1,463,400	1,002,272	990,886
Utah	153,983	161,345	158,724	157,886	113,435	112,265
Vermont	51,330	49,896	43,524	39,660	39,004	37,949
Virginia	614,015	600,657	597,001	572,090	441,740	400,424
Washington	531,716	453,959	440,800	430,200	406,527	399,635
West Virginia	163,383	136,745	111,192	93,975	102,883	100,947
Wisconsin	518,564	515,417	509,196	440,181	403,094	374,029
Wyoming	39,532	36,811	37,785	31,680	35,319	34,278
Total U.S.	19,420,377	18,580,595	17,476,874	16,185,822	14,742,207	13,679,600
% Change vs Preceding Period	4.6%	5.6%	6.5%	12.1%	7.7%	—

(a) Does not include sales and special taxes as levied in many states, does not include "other receipts" from gasoline sales.

(b) Preliminary.

(c) Revised and final.

Source: Federal Highway Administration, Table SS89-2, published October 1990.

Tire Shipments Flatten Out in 1990

Slight increases in replacement tires and exports helped compensate for an 8% decline in original equipment shipments of tires in 1990, the Rubber Manufacturers Association reported in early 1991. Replacement tire shipments constitute about three-fourths of the total market.

	Passenger	Bus/ Truck	Farm Equipment	Total by Type of Market
Original Equipment	(7.8%)	(14.5%)	7.3%	(8.4%)
Replacement	0.7	1.7	(4.3)	1.3
Export	13.5	7.5	8.9	8.8
Total	(0.5)	—	(0.6)	(0.4)

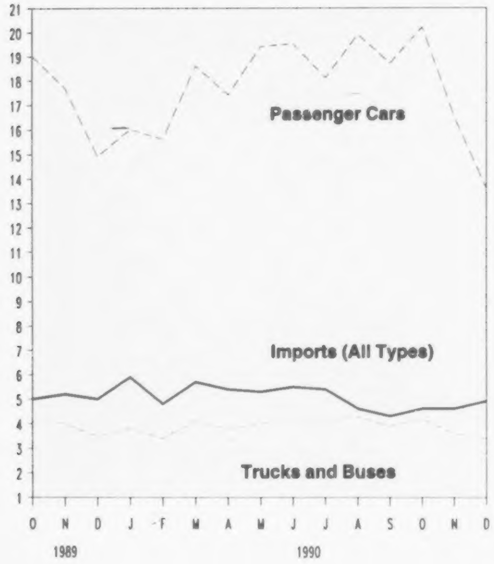
Source: Rubber Manufacturers Assn., Monthly Statistical Report, December 1990.

1990 Ethylene Glycol-Base Antifreeze Sales

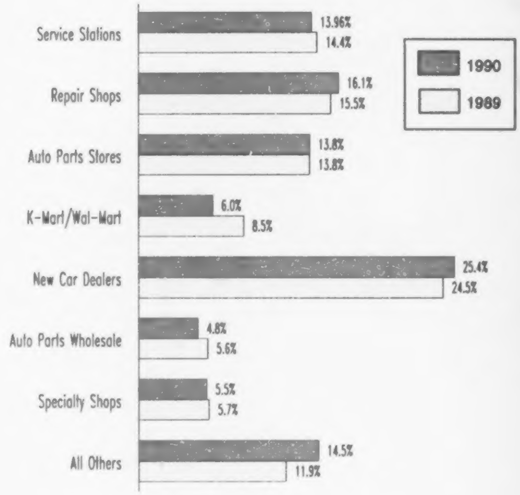
(Add 000 gal.)

Type of Sale	Civilian Sales
Packaged ethylene glycol antifreeze sold in quart and gallon sizes	112,675,817
...sold in drums	8,366,800
Total	**121,042,617**
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to packagers	60,168,356
Bulk ethylene glycol antifreeze (or ethylene glycol for antifreeze) sold to motor vehicle manufacturers for "drive-away" or factory fill use	10,876,794
Total	**192,087,767**

Tire Shipments and Import Trends



Where Consumers Get Tune-ups



Auto, Truck and Farm Tire Shipments

Type of Tire
(Add 000)

	Passenger	% of Market	Bus/ Truck	% of Market	Farm Equipment	% of Market	Total of Market Type	% of Total
1990								
Original Equipment	47,199	85.6%	6,993	12.7%	955	1.7%	55,147	20.9%
Replacement	152,251	79.6	36,588	19.1	2,549	1.3	191,388	72.4
Export	14,110	79.8	3,283	18.6	294	1.7	17,687	6.7
Total	**213,560**	**80.8**	**46,864**	**17.7**	**3,798**	**1.4**	**264,222**	—
1989								
Original Equipment	51,170	84.9%	8,177	13.6%	890	1.5%	60,237	22.7%
Replacement	151,156	80.0	35,172	18.6	2,664	1.4	188,992	71.2
Export	12,437	76.5	3,548	21.8	270	1.7	16,255	6.1
Total	**214,763**	**80.9**	**46,897**	**17.7**	**3,824**	**1.4**	**265,484**	—

Replacement Battery Sales Up in 1990

Battery shipments (replacement and original equipment) increased by 2.6% overall in 1990 to a new record of 76,309,000. This follows the slight decline in shipments recorded in 1989. Battery shipments were up both in the replacement market (1.2%) and in original equipment (11.9%). Replacement units accounted for 85.4% of the total market in 1990, down a shade from the previous year. Still, replacement unit sales at a little over 65-million were the best ever reported.

			(Add 000)			
Year	Replacements	% of Market	New cars & Trucks	% of Market	Total Market	% Change from Previous Year
1990	65,187	85.4%	11,122	14.6%	76,309	2.6%
1989	64,433	86.6	9,933	13.4	74,366	(0.4)
1988	63,487	85.0	11,190	15.0	74,677	5.5
1987	59,878	84.6	10,910	15.4	70,788	(1.1)
1986	60,306	84.2	11,335	15.8	71,641	1.8
1985	58,684	83.4	11,649	16.6	70,333	—
1984	59,333	84.5	10,925	15.5	70,258	5.0
1983	56,105	83.8	10,823	16.2	66,928	7.9
1982	54,214	87.4	7,819	12.6	62,033	0.8
1981	53,598	87.1	7,956	12.9	61,554	6.0
1980	50,063	86.2	8,009	13.8	58,072	(11.0)
1979	53,746	82.4	11,480	17.6	66,226	(6.2)
1977	54,601	81.2	12,639	18.8	67,240	10.8
1975	42,582	82.5	8,985	17.6	51,567	(5.3)

Source: Replacement battery figures supplied by Battery Council International. New cars and trucks are U.S. factory sales figures provided by the Motor Vehicle Manufacturers Assn.

Replacement and OE Batteries

Replacement battery shipments totalled 65.2-million units in 1990, with 12-volt and 6-volt accounting for 87% of the total, according to Battery Council International. Here are highlights from its annual report.

Replacement batteries:

Passenger cars and light trucks: 12-volt, 50,831,089, or 78.0% of the total; 6-volt, 691,380, or 1.1% of the total.

Heavy duty commercial: 12-volt, 3,916,303, or 6.0% of the total; 6-volt, 953,057, or 1.5% of the total.

Original Equipment:

Passenger cars and light trucks: 12-volt, 9,949,306, or 89.5% of the total; 6-volt, 23, or 0.000002% of the total.

Heavy duty commercial: 12-volt, 787,038, or 8.8% of the total; 6-volt, 27,846, or 2.5% of the total.

Car Lubrication Service

1991 Crankcase Drain Intervals and Recommended Oil

		Normal Service		Severe Service		
Make	Model	Miles	Months	Miles	Months	Type of Oil
Eagle	Turbo	5,000	6	3,000	3	SG SF/CC
	Others	7,500	12	3,000	3	SG SF/CC
Chrysler Corp.	Turbo	7,500	6	3,000	3	SG SG/CD
	Others	7,500	6	5,000	6	
Ford Motor Co.	Supercharged	5,000	6	3,000	3	SG
	Others	7,500	6	3,000	3	
General Motors	All	7,500	12	3,000	3	SG

Source: Chek-Chart Publications, Simon & Schuster Inc.

1991 Automatic Transmission/ Transaxle Drain Intervals and Recommended Fluids

		Normal Service		Severe Service	
Make	Fluid	Months	Miles	Months	Miles
Eagle	(a)	30	30,000	—	15,000 (b)
Chrysler	Mopar ATF-Plus®	—	—	—	15,000
Ford Motor Co.	MERCON ®	—	—	—	30,000
General Motors	Dextron®-II	—	100,000	—	15,000

(a) Premier, MERCON®; others, Mopar ATF-Plus®
(b) Premier only.

1991 Chassis Lubrication Intervals (Models with Fittings)

	Normal Service		Severe Service			
Make	Months	Miles	Months	Miles	Type	Part of Specification Number
Eagle	—	—	—	—	—	—
Chrysler Corp.	36	30,000	18	15,000	#2 Barium EP	4318062
Ford Motor Co.	—	15,000	—	—	#2 Lithium EP with polyethylene 8-molybdenum disulfide	M1C75-B
General Motors..................	12	7,500	3	3,000	#1-2 Multipurpose EP	1050679

Source: Chek-Chart Publications, Simon & Schuster Inc.

U.S. Refineries, Capacities by Companies

(In descending order as of January 1, 1990)

Important note: This listing includes capacity that is operational and capacity that is idle or shut down. In the latter case, this capacity can be restored to normal within 90 days. The Energy Information Administration says there were 205 operable refineries on January 1, 1990, compared with a total of 204 the preceding year. The crude distillation capacity was 15.6 million b/d, compared to 15.7 million b/d the previous year. For earlier data, see the 1990 NPN Factbook.

Company	b/d
Companies with a capacity of more than 100,000 b/d.	
Number of companies: 33.	
Total capacity: 13,641,490.	
Chevron U.S.A., Inc.	
Port Arthur, Texas	329,000
Pascagoula, Miss.	295,000
El Segundo, Calif.	286,000
Richmond, Calif.	270,000
Philadelphia, Pa.	175,000
Perth Amboy, N.J.	80,000
El Paso, Texas	66,000
Honolulu, Hawaii	53,000
Salt Lake City, Utah	45,000
Kenai, Alaska	22,000
Total	**1,621,000**
Exxon Co. U.S.A.	
Baytown, Texas	426,000
Baton Rouge, La.	421,000
Linden, N.J.	130,000
Benicia, Calif.	128,000
Billings, Mont.	42,000
Total	**1,147,000**
Shell Oil Co.	
Wood River, Ill.	274,000
Deer Park, Texas	215,900
Norco, La.	215,000
Martinez, Calif.	140,100
Carson, Calif.	120,000
Anacortes, Wash.	85,000
Odessa, Texas	28,600
Total	**1,078,600**
Amoco Oil Co.	
Texas City, Texas	415,000
Whiting, Ind.	350,000
Mandan, N.D.	58,000
Yorktown, Va.	53,000
Salt Lake City, Utah	40,000
Casper, Wyo.	40,000
Savannah, Ga.	28,000
Total	**984,000**
Mobil Oil Corp.	
Beaumont, Texas	275,000
Joliet, Ill.	180,000
Chalmette, La.	160,000
Torrance, Calif.	123,000
Paulsboro, N.J.	100,000
Total	**838,000**
BP America Inc.	
BP Oil Corp.	
Belle Chasse, La.	213,640
Marcus Hook, Pa.	172,000
Lima, Ohio	167,500
Toledo, Ohio	126,100
Ferndale, Wash.	77,400
Total	**756,640**
Star Enterprise	
Port Arthur/Neches, Texas	250,000
Convent, La.	225,000
Delaware City, Del.	140,000
Total	**615,000**
U.S. Steel Corp.	
Marathon Petroleum Co.	
Garyville, La.	255,000
Robinson, Ill.	160,000
Texas City, Texas	69,500
Detroit, Mich.	68,500
Rock Island Refining Corp.	
Indianapolis, Ind.	50,000
Total	**603,000**
Sun Co Inc.	
Marcus Hook, Pa.	175,000
Toledo, Ohio	125,000
Tulsa, Okla.	85,000
Sun Refining & Marketing (a)	
Philadelphia, Pa.	125,000
Total	**510,000**
Atlantic Richfield Co.	
Arco Petroleum Products Co.	
Los Angles, Calif.	222,000
Ferndale, Wash.	167,000
Arco Alaska Inc.	
Prudhoe Bay, Alaska	13,000
Anchorage, Alaska	12,000
Total	**414,000**
E I Du Pont De Nemours & Co.	
Conoco Inc.	
Westlake, La.	159,500
Ponca City, Okla.	140,000
Billings, Mont.	49,500
Commerce City, Colo.	48,000
Santa Maria, Calif.	9,500
Total	**406,500**
Ashland Oil Inc.	
Catlettsburg, Ky.	213,400
St. Paul, Minn.	67,100
Canton, Ohio	66,000
Total	**346,500**
Koch Industries Inc.	
Koch Refining Co.	
St. Paul, Minn.	185,000
Corpus Christi, Texas	125,000
Total	**310,000**
Phillips 66 Co.	
Sweeny, Texas	175,000
Borger, Texas	105,000
Woods Cross, Utah	25,000
Total	**305,000**
Texaco Refining & Marketing Inc.	
Anacortes, Wash.	117,000
El Dorado, Kan.	78,000
Wilmington, Calif.	57,000
Bakersfield, Calif.	48,000
Total	**300,000**
Trans-America Natural Gas Corp. (b)	
Norco, La.	300,000
Total	**300,000**
Lyondell Petrochemical Co. (c)	
Houston, Texas	290,000
Total	**290,000**
Citgo Petroleum Corp./Petroleos De Venezuela	
Citgo Petroleum Corp.	
Lake Charles, La.	282,000
Total	**282,000**
Solomon Inc. (d)	
Hill Petroleum Co.	
Texas City, Texas	119,600
Houston, Texas	66,000
Krotz Springs, La.	57,500

Company	b/d
St. Rose, La.	34,000
Total	**277,100**
The Coastal Corp.	
Coastal Eagle Point Oil Co.	
Westville, N.J.	104,500
Coastal Refining & Marketing Inc.	
Corpus Christi, Texas	85,000
Coastal Derby Refining Co. (e)	
El Dorado, Kan.	30,400
Wichita, Kan.	28,800
Coastal Mobile Refining Co. (f)	
Chickasaw, Ala.	26,600
Total	**275,300**
Unocal Corp.	
Wilmington, Calif.	108,000
Rodeo, Calif.	73,100
Arroyo Grande, Calif.	41,000
Total	**222,100**
Total Petroleum Inc.	
Ardmore, Okla.	60,500
Arkansas City, Kan.	56,000
Alma, Mich.	45,600
Colorado Refining Co.	
Commerce City, Colo.	28,000
Total	**190,100**
Fina Oil & Chemical Co.	
Port Arthur, Texas	110,000
Big Springs, Texas	55,000
Total	**165,000**
Mapco Petroleum Inc.	
North Pole, Alaska	103,850
Memphis, Tenn.	60,000
Total	**163,850**
Diamond Shamrock Refining & Marketing Co.	
Sunray, Texas	110,000
Three Rivers, Texas	51,000
Total	**161,000**
Kerr-McGee Corp.	
Southwestern Refining Co. Inc.	
Corpus Christi, Texas	104,000
Kerr-McGee Refining Corp.	
Wynnewood, Okla.	45,000
Cotton Valley, La.	7,800
Total	**156,800**
Uno-Ven Co. (g)	
Lemont, Ill.	147,000
Total	**147,000**
Crown Central Petroleum Corp.	
Pasadena, Texas	100,000
La Gloria Oil & Gas Co. (h)	
Tyler, Texas	46,000
Total	**146,000**
Tosco Corp.	
Martinez, Calif.	131,900
Total	**131,900**
Petroleos De Venezuela	
Champlin Refining & Chemicals Inc. (i)	
Corpus Christi, Texas	130,000
Total	**130,000**
Sinclair Oil Corp.	
Sinclair, Wyo.	54,000
Tulsa, Okla.	47,000
Little America Refining Co.	
Evansville, Wyo.	24,500
Total	**125,500**
Horsham Corp.	
Clark Oil & Refining Corp.	
Blue Island, Ill.	64,600
Hartford, Ill.	57,000
Total	**121,600**
Murphy Oil U.S.A. Inc.	
Meraux, La.	88,000
Superior, Wis.	33,000
Total	**121,000**

Companies with a capacity of 30,001 to 100,000 b/d.
Number of companies: 24.
Total Capacity: 1,274,920.

Company	b/d
Farmland Industries Inc.	
Coffeyville, Kan.	56,500
Phillipsburg, Kan.	26,400
Total	**82,900**
LL&E Petroleum Marketing Inc.	
Saraland, Ala.	80,000
Total	**80,000**
Pacific Resources Inc.	
Hawaiian Independent Refinery Inc.	
Ewa Beach, Hawaii	78,500
Total	**78,500**
National Cooperative Refinery Assn.	
McPherson, Kan.	75,600
Total	**75,600**
Tesoro Petroleum Corp.	
Kenai, Alaska	72,000
Total	**72,000**
Pennzoil Products Co.	
Shreveport, La.	46,200
Rouseville, Pa.	15,700
Roosevelt, Utah	8,000
Total	**69,900**
United Refining Co.	
Warren, Pa.	60,000
Vulcan Refining Co.	
Cordova, Ala.	9,500
Total	**69,500**
American Ultramar Ltd.	
Ultramar Refining	
Wilmington, Calif.	69,000
Total	**69,000**
The Coastal Corp./Sinochem	
Pacific Refining Co.	
Hercules, Calif.	55,000
Total	**55,000**
Lion Oil Co.	
El Dorado, Ark.	48,000
Total	**48,000**
Paramount Acquisition Corp.	
Paramount Petroleum Corp.	
Paramount, Calif.	46,500
Total	**46,500**
Placid Refining Co.	
Port Allen, La.	46,000
Total	**46,000**
Holly Corp.	
Navajo Refining Co.	
Artesia, N.M.	38,000
Montana Refining Co.	
Great Falls, Mont.	6,700
Total	**44,700**
Thrifty Oil Co.	
Golden West Refining Co.	
Santa Fe Springs, Calif.	44,700
Total	**44,700**
Seaview Petroleum Inc.	
Paulsboro, N.J.	44,400
Total	**44,400**
Sargent Holdings Ltd.	
Powerline Oil Co.	
Santa Fe Springs, Calif.	44,000
Total	**44,000**
Pride Refining Inc.	
Abilene, Texas	42,750
Total	**42,750**
Cirillo Brothers Oil Co.	
Cibro Petroleum Products Inc.	
Albany, N.Y.	41,850
Total	**41,850**
Edgington Oil Co.	
Long Beach, Calif.	41,600
Total	**41,600**
Cenex	
Laurel, Mont.	41,450
Total	**41,450**

Company	b/d
Frontier Refining Co.	
Cheyenne, Wyo.	38,670
Total	**38,670**
Hunt Consolidated Inc.	
Hunt Refining	
Tuscaloosa, Ala.	33,500
Total	**33,500**
Time Oil Co.	
U.S. Oil & Refining Co.	
Tacoma, Wash.	32,400
Total	**32,400**
Gary Williams Co. (k)	
Bloomfield Refining Co.	
Bloomfield, N.M.	16,800
Western Slope Refining Co.	
Fruita, Colo.	15,200
Total	**32,000**

Companies with a capacity of 10,001 to 30,000 b/d.
Number of companies: 25.
Total Capacity: 500,305.

Company	b/d
Amerada Hess Corp.	
Purvis, Miss.	30,000
Total	**30,000**
Pauley Petroleum Inc.	
Fletcher Oil & Refining Co.	
Carson, Calif.	29,500
Total	**29,500**
American International Refinery Co.	
Lake Charles, La.	27,000
Total	**27,000**
Petroserve Ltd. Trifinery	
Corpus Christi, Texas	27,000
Total	**27,000**
El Paso Refining Co. Ltd.	
El Paso, Texas	25,500
Total	**25,500**
Crysen Corp.	
Crysen Refining Inc.	
Woods Cross, Utah	12,500
Sound Refining Inc.	
Tacoma, Wash.	11,900
Total	**24,400**
San Joaquin Refining Co. Inc.	
Bakersfield, Calif.	24,300
Total	**24,300**
Flying J Petroleum Inc.	
Big West Oil Co.	
North Salt Lake, Utah	24,000
Total	**24,000**

Company	b/d
Huntway Refining Co.	
Benica, Calif.	8,600
Wilmington, Calif.	5,500
Sunbelt Refining Co. (**)	
Collidge, Ariz.	9,600
Total	**23,700**
Kern Oil & Refining Co.	
Bakersfield, Calif.	21,400
Total	**21,400**
Indiana Farm Bureau Cooperative Assn.	
Mount Vernon, Ind.	21,200
Total	**21,200**
Leal Petroleum Corp.	
Nixon, Texas	20,900
Total	**20,900**
Ergon Inc.	
Vicksburg, Miss.	20,600
Total	**20,600**
Valero Refining Co.	
Corpus Christi, Texas	20,000
Total	**20,000**
Phoenix Refining Co.	
St. Mary's, W. Va.	19,200
Total	**19,200**
Quaker State Oil Refining Corp.	
Newell, W.Va.	12,500
Smethport, Pa.	6,700
Total	**19,200**
Giant Refining Co.	
Gallup, N.M.	19,000
Total	**19,000**
VGS Corp.	
Southland Oil Co.	
Sandersville, Miss.	11,000
Lumberton, Miss.	5,800
Total	**16,800**
Chemoil Refining Corp.	
Long Beach, Calif.	14,200
Total	**14,200**
Calcasieu Refining Co.	
Lake Charles, Calif.	13,500
Total	**13,500**
Longview Refining Associates (*)	
Longview, Texas	13,300
Total	**13,300**
Wyoming Refining Co.	
Newcastle, Wyo.	12,555
Total	**12,555**

Company	b/d
World Oil Co.	
Sunland Refining Corp.	
Bakersfield, Calif.	12,000
Total	**12,000**
Grant Trading Co.	
Eco Asphalt Inc. (*)	
Long Beach, Calif.	10,550
Total	**10,500**
Bechtel Investment Inc.	
Petro Source Resources Inc. (m)	
Vicksburg, Miss.	6,000
Petro Source Refining Partners (n)	
Tonopah, Nev.	4,500
Total	**10,500**

Companies with a capacity of 10,000 b/d or less.
Number of companies: 26.
Total Capacity: 155,251.

Company	b/d
Barrett Refining Corp.	
Thomas, Okla.	**10,000**
Endevco Inc.	
Dubach Gas Co. (o)	
Dubach, La.	**10,000**
Sabine Resources Group (*)	
Stonewall, La.	**10,000**
Witco Corp.	
Brandford, Penn.	**9,915**
Gibson Oil & Refining Co. Inc.	
Bakersfield, Calif.	**9,600**
Asphalt Materials	
Laketon Refining Corp.	
Laketon, Ind.	**8,700**
Lunday Thagard Co.	
South Gate, Calif.	**8,100**
Anchor Gasoline Corp.	
Canal Refining Co.	
Church Point, La.	**8,000**
Three B Oil Co.	
Rattlesnake Refining Corp. (*)	
Wickett, Texas	**8,000**
Claiborne Gasoline Co.	
Lisbon, La.	**7,500**
Petro Star	
North Pole, Ala.	**7,000**
Polo Chemicals Inc. (**)	
San Leon, Texas	**7,000**

Company	b/d
Cross Oil & Refining Co. Inc. (p) Smackover, Ark.	6,700
Somerset Refinery Inc. Somerset, Ky.	5,500
Young Refining Corp. Douglasville, Ga.	5,079
Howell Hydrocarbons Corp. San Antonio, Texas	4,500
Calumet Refining Co. Princeton, La.	4,207
Thriftway Co. Bloomfield, N.M.	4,000
Oil Holdings Inc. **Tenby Inc.** Oxnard, Calif.	4,000
Martin Gas Sales Inc. **Berry Petroleum Co.** Stephens, Ark.	3,700
Primary Oil & Energy Corp. Chester, Va.	3,700
B-T Energy Corp. **GNC Energy Corp.** Greensboro, N.C.	3,000
Crystal Refining Co. Carson City, Mich.	3,000
Eagle Refining Corp. (*) Jackboro, Texas	1,800
Inter-Coastal Energy Services Corp. (q) Troy, Ind.	1,250
Petrolite Corp. Kilgore, Texas	1,000

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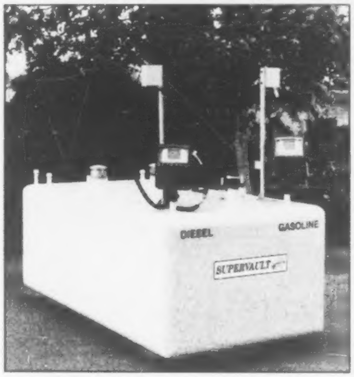

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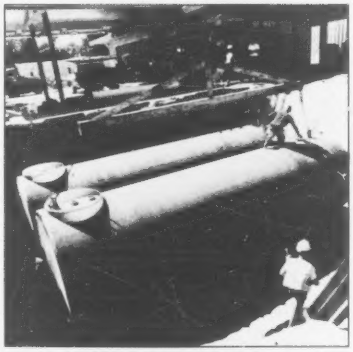

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a Formerly Atlantic Refining & Marketing Corp.
b Formerly GHR Energy Corp.
c Formerly Atlantic Richfield Co.
d Formerly Phibro Distributing Corp.
e Formerly Derby Refining Co.
f Formerly Belcher Refining Co.
g Formerly Unocal Corp.
h Formerly Texas Eastern Corp.
i Formerly Champlin Refining Co.
j Formerly Hunt Oil Co.
k Formerly Gary Energy Corp.
l Formerly Mid-Atlantic Fuels Inc.
m Formerly Transcontinental Energy Corp.
n Formerly Nevada Refining Co.
o Formerly Endevco Inc.
p Formerly Cross Oil & Refining of Arkansas.
q Formerly Kentucky Oil & Refining Co.
* Refinery was reactivated during 1989.
** New refinery became operable during 1989.

Source: Energy Information Administration, Petroleum Supply Annual 1989, Vol. 1, published May 1990.

Lubrication Oil and Wax Capacities of U.S. Refineries

(All capacities in 000 b/d) as of Jan. 1, 1991

Company	Location	Crude Capacity	Finished Lube Capacity A	B	C	D	Total	Wax Capacity E	F
Amoco Oil Co.	Caspar, Wyo.	*					*		
Amoco Oil Co.	Whiting, Ind.	350.0	6.2				6.2	0.6	
Ashland Oil, Inc.	Catlettsburg, Ky.	205.0	8.0				8.0		2.8
BP America	Lima, Ohio	*					*		
Calumet Lubricants Co.	Burnham, Ill.	*					*		
Calumet Lubricants Co.	Princeton, La.	4.4					4.5		
Chevron U.S.A. Inc.	Port Arthur, Tex.	315.3	6.6	0.1			6.7		3.8
Chevron U.S.A. Inc.	Richmond, Calif.	270.0					9.4	1.2	1.0
Cit-Con Oil Corp.	Lake Charles, La.		9.1				9.1	0.8	0.2
Conoco Inc.	Ponca City, Okla.	**					**		
Cross Oil and Refining Co., Inc.	Smackover, Ark.	7.0					4.0		
Diamond Shamrock, Inc.	Three Rivers, Tex.	45.0					1.4		
Ergon Refining, Inc.	Vicksburg, Miss.	17.0					3.3		
Exxon Co., U.S.A.	Baton Rouge, La.	421.0	16.0	0.5			16.5	1.5	
Exxon Co., U.S.A.	Baytown, Tex.	426.0	18.0		9.0		31.2		1.8
Lyondell Petrochemical Co.	Houston, Tex.	260.0					7.0		0.4
Mobil Oil Corp.	Beaumont, Tex.	275.0	10.1				10.1	1.6	0.3
Mobil Oil Corp.	Paulsboro, N.J.	100.0	7.8				7.8		
Pennzoil Products Co.	Rouseville, Pa.	15.7					6.1	0.6	0.4
Pennzoil Products Co./Atlas Processing Co.	Shreveport, La.	46.2	4.5				8.6	0.8	
Petrolite Corp.	Barnsdall, Okla.							0.4	
Petrolite Corp., Bareco Div.	Kilgore, Tex.	1.0							0.3
Petrowax PA ***	Emlenton, PA							0.7	
Petrowax PA ***	Bradford, PA	6.5	1.7				1.7	0.4	0.5
Quaker State Oil Refining Corp.	Newell, W.V.	10.5					3.6		0.5
San Joaquin Refining Co., Inc.	Bakersfield, Calif.	21.0			2.4	0.5	2.9		
Shell Oil Co.	Deer Park, Tex.	215.9	4.5				9.5	1.0	
Shell Oil Co.	Martinez, Calif.	140.1			4.0		4.0		
Shell Oil Co.	Wood River, Ill.	274.0	4.0				4.0		
Star Enterprises	Port Arthur, Tex.	250.0	16.4				16.4		1.8
Sun Company, Inc.	Marcus Hook, Pa.	175.0				4.0	10.0		
Sun Company, Inc.	Tulsa, Okla.	85.0	7.5				7.5	0.8	
Sun Company, Inc.	Yabucoa, Puerto Rico	85.0					9.0		2.1
Unocal	Rodeo, Calif.	77.0	4.6				4.6	0.7.	1.3
Witco Chemical Corp.	Bradford, Pa.	10.0	1.6	0.9			2.5	0.2	
Witco Chemical Corp.	Oildale, Calif.	11.0			2.9	1.5	5.3		
Total		**4119.6**	**126.6**	**1.5**	**18.3**	**6.0**	**220.9**	**11.3**	**17.2**

Canadian Refineries Company	Location	Crude Capacity	Finished Lube Capacity A	B	C	D	Total	Wax Capacity E	F
Esso Petroleum Canada	Sarnia, Ontario	126.0	5.7		0.6		6.3		2.0
Esso Petroleum Canada	Strathcona, Alberta	155.0					2.8		0.7
International Waxes, Ltd.	Agincourt, Ontario							1.0	
Petro-Canada Products	Mississauga, Ontario	41.5					4.9		1.0
[illegible]ll Canada, Ltd.	Montreal East, Quebec	28.0	2.7				2.7		1.3
Total		**350.5**	**8.4**		**0.6**		**16.7**	**1.0**	**5.0**

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* Lube facility shutdown.

** Lube facilities out of service temporarily.

*** Formerly Quaker State, Petrowax did not forward 1991 capacities. Figures shown reflect 1990 capacities reported by Quaker State.

Definitions: A-Solvent extracted paraffinic lubes; B-Unextracted paraffinic lubes; C-Solvent extracted naphthanic lubes; D-Unextracted unhydrotreated naphthanic lubes; E-Fully refinshed crude scale and microcrystalline waxes; F-Semi-finished, slack waxes and petrolatums.

Source: National Petroleum Refiners Association, Lubicating Oil and Wax Capacities of U.S. and Canadian Refineries, 1991.

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U.S. Refineries and Capacities by States

(Crude Oil Capacity on January 1, 1990)

(An asterisk (*) after a number indicates capacity shut down but capable of being placed in operation within 90 days.)

ALABAMA

Company	b/d
Coastal Mobile Refining Co. (Formerly Belcher Refining Co.)	
Chickasaw	26,600
Hunt Refining Co.	
Tuscaloosa	33,500
LL&E Petroleum Marketing Inc.	
Saraland	80,000
Vulcan Refining Co.	
Cordova	9,500*
Total	**140,100** **9,500***

ALASKA

Company	b/d
Arco Alaska Inc.	
Anchorage	12,000
Prudhoe Bay	13,000
Chevron U.S.A. Inc.	
Kenai	22,000
Mapco Petroleum Inc.	
North Pole	103,850
Petro Star	
North Pole	7,000
Tesoro Petroleum Corp.	
Kenai	72,000
Total	**229,850**

ARIZONA

Company	b/d
Sunbelt Refining Co.	
Coolidge	9,600
Total	**9,600**

ARKANSAS

Company	b/d
Berry Petroleum Co.	
Stephens	3,700
Cross Oil & Refining Co. Inc. (Formerly Cross Oil & Refining Arkansas)	
Smackover	6,700
Lion Oil Co.	
El Dorado	41,00 7,000*
Total	**51,400** **7,000***

CALIFORNIA

Company	b/d
Arco Products Co.	
Los Angeles	222,000
Chemoil Refining Corp.	
Long Beach	14,200
Chevron U.S.A. Inc.	
El Segundo	268,000
Richmond	270,000
Conoco Inc.	
Santa Maria	9,500
Eco Asphalt Inc.	
Long Beach	10,550*
Edgington Oil Co. Inc.	
Long Beach	41,600
Exxon Co. U.S.A.	
Benicia	128,000
Fletcher Oil & Refining Co.	
Carson	29,500
Gibson Oil & Refining Co. Inc.	
Bakersfield	9,600*
Golden West Refining Co.	
Santa Fe Springs	44,700
Huntway Refining Co.	
Benicia	8,600
Wilmington	5,500
Kern Oil & Refining Co.	
Bakersfield	21,400
Lunday Thagard Co.	
South Gate	8,100
Mobil Oil Corp.	
Torrance	123,000
Pacific Refining Co. Inc.	
Hercules	55,000
Paramount Petroleum Corp.	
Paramount	46,500
Powerine Oil Co.	
Santa Fe Springs	37,000 7,000*
San Joaquin Refining Co. Inc.	
Bakersfield	14,300 10,000*
Shell Oil Co.	
Carson	120,000
Martinez	140,100
Sunland Refining Corp.	
Bakersfield	12,000
Tenby Inc.	
Oxnard	4,000
Texaco Refining & Marketing Inc.	
Bakersfield	48,000
Wilmington	57,000
Tosco Corp.	
Martinez	131,900
Ultramar Refining	
Wilmington	69,000
Unocal Corp.	
Arroyo Grande	41,000
Rodeo	73,100
Wilmington	108,000
Witco Corp.	
Oildale	[illegible]
Total	**2,169,000** **37,150***

COLORADO

Company	b/d
Colorado Refining Co.	
Commerce City	28,000
Conoco Inc.	
Commerce City	48,000
Western Slope Refining Co.	
Fruita	15,200*
Total	**76,000** **15,200***

DELAWARE

Company	b/d
Star Enterprise	
Delaware City	140,000
Total	**140,000**

GEORGIA

Company	b/d
Amoco Oil Co.	
Savannah	28,000*
Young Refining Corp.	
Douglasville	5,079
Total	**5,079** **28,000***

HAWAII

Company	b/d
Chevron U.S.A. Inc.	
Honolulu	53,000
Hawaiian Independent Refinery Inc.	
Ewa Beach	78,500
Total	**131,500**

ILLINOIS

Company	b/d
Clark Oil & Refining Corp.	
Blue Island	64,600
Hartford	57,000
Marathon Petroleum Co.	
Robinson	160,000
Mobil Oil Corp.	
Joliet	180,000
Shell Oil Co.	
Wood River	274,000
Uno-Ven Co. (Formerly Unocal Corp.)	
Lemont	147,000
Total	**882,600**

INDIANA

Company	b/d
Amoco Oil Co.	
Whiting	350,000
Indiana Farm Bureau Cooperative Assn.	
Mount Vernon	21,200

Company	b/d
Inter-Coastal Energy Services Corp. (Formerly Kentucky Oil & Refining Co.)	
Troy	1,250*
Laketon Refining Corp.	
Laketon	8,700
Rock Island Refining Corp.	
Indianapolis	50,000
Total	**429,900**
	1,250*

KANSAS

Company	b/d
Coastal Derby Refining Co. (Formerly Derby Refining Co.)	
Augusta	0
El Dorado	30,400
Wichita	28,800
Farmland Industries Inc.	
Coffeyville	56,500
Phillipsburg	26,400
National Cooperative Refinery Assn.	
McPherson	75,600
Texaco Refining & Marketing Inc.	
El Dorado	78,000
Total Petroleum Inc.	
Arkansas City	56,000
Total	351,700

KENTUCKY

Company	b/d
Ashland Oil Inc.	
Catlettsburg	213,400
Somerset Refinery Inc.	
Somerset	5,500
Total	218,900

LOUISIANA

Company	b/d
American International Refinery Inc.	
Lake Charles	27,000*
BP Oil Corp.	
Belle Chase	213,640
Calcasieu Refining Co.	
Lake Charles	13,500
Calumet Refining Co.	
Princeton	4,207
Canal Refining Co.	
Church Point	8,000
Citgo Petroleum Corp.	
Lake Charles	282,000
Claiborne Gasoline Co.	
Lisbon	7,500
Conoco Inc.	
Westlake	159,500
Dubach Gas Co. (Formerly Endevco Inc.)	
Dubach	10,000
Exxon Co. U.S.A.	
Baton Rouge	421,000
Hill Petroleum Co.	
Krotz Springs	57,500
St. Rose	34,000
Kerr-McGee Refining Corp.	
Cotton Valley	7,800
Marathon Petroleum Co.	
Garyville	255,000
Mobil Oil Corp.	
Chalmette	160,000
Murphy Oil U.S.A. Inc.	
Meraux	76,000
	12,000*
Pennzoil Products Co.	
Shreveport	46,200
Placid Refining Co.	
Port Allen	46,000
Sabine Resources Group	
Stonewall	10,000*
Shell Oil Co.	
Norco	215,000
Star Enterprise	
Convent	225,000
Trans America Refining Co.	
Norco	300,000*
Total	**2,241,847**
	349,000*

MICHIGAN

Company	b/d
Crystal Refining Co.	
Carson City	3,000
Marathon Petroleum Co.	
Detroit	68,500
Total Petroleum Inc.	
Alma	45,600
Total	**117,100**

MINNESOTA

Company	b/d
Ashland Oil Inc.	
St. Paul	67,100
Koch Refining Co.	
St. Paul	185,000
Total	**252,100**

MISSISSIPPI

Company	b/d
Amerada Hess Corp.	
Purvis	30,000
Chevron U.S.A. Inc.	
Pascagoula	295,000
Ergon Refining Inc.	
Vicksburg	20,600
Petro Source Resources Inc.	
Vicksburg	6,000
Southland Oil Co.	
Lumberton	5,800
Sandersville	11,000
Total	**368,400**

MONTANA

Company	b/d
Cenex	
Laurel	41,450
Conoco Inc.	
Billings	49,500
Exxon Co. U.S.A.	
Billings	42,000
Montana Refining Co.	
Great Falls	6,700
Total	**139,650**

NEVADA

Company	b/d
Petro Source Refining Partners (Formerly Nevada Refining Co.)	
Tonopah	4,500
Total	**4,500**

NEW JERSEY

Company	b/d
Amerada Hess Corp.	
Port Reading	0
Chevron U.S.A. Inc.	
Perth Amboy	80,000
Coastal Eagle Point Oil Co.	
Westville	104,500
Exxon Co. U.S.A.	
Linden	130,000
Mobil Oil Corp.	
Paulsboro	100,000
Seaview Petroleum Inc.	
Paulsboro	44,400
Total	**458,900**

NEW MEXICO

Company	b/d
Bloomfield Refining Co.	
Bloomfield	16,800
Giant Refining Co.	
Gallup	19,000
Navajo Refining Co.	
Artesia	38,000
Thriftway Co.	
Bloomfield	4,000
Total	**77,800**

NEW YORK

Company	b/d
Cibro Petroleum Products Inc.	
Albany	41,850
Total	**41,850**

NORTH CAROLINA

Company	b/d
GNC Energy Corp.	
Greensboro	3,000
Total	**3,000**

NORTH DAKOTA

Company	b/d
Amoco Oil Co.	
Mandan	58,000
Total	**58,000**

OHIO

Company	b/d
Ashland Oil Inc.	
Canton	66,000
BP Oil Co.	
Lima	167,500
Toledo	126,100
Sun Co. Inc.	
Toledo	125,000
Total	**484,600**

OKLAHOMA

Company	b/d
Barrett Refining Corp.	
Thomas	10,000
Conoco Inc.	
Ponca City	140,000

Company	b/d
Kerr-McGee Refining Corp.	
Wynnewood	45,000
Sinclair Oil Corp.	
Tulsa	47,000
Sun Co. Inc.	
Tulsa	85,000
Total Petroleum Inc.	
Ardmore	60,500
Total	**387,500**

OREGON

Company	b/d
Chevron U.S.A. Inc.	
Willbridge	0
Total	**0**

PENNSYLVANIA

Company	b/d
BP Oil Corp.	
Marcus Hook	172,000
Chevron U.S.A. Inc.	
Philadelphia	175,000
Pennzoil Products Co.	
Rouseville	15,700
Quaker State Oil Refining Corp.	
Smethport	6,700
Sun Co. Inc.	
Marcus Hook	175,000
Sun Refining & Marketing (Formerly Atlantic Richfield & Marketing Corp.)	
Philadelphia	125,000
United Refining Co.	
Warren	60,000
Witco Corp.	
Bradford	9,915
Total	**739,315**

TENNESSEE

Company	b/d
Mapco Petroleum Inc.	
Memphis	60,000
Total	**60,000**

TEXAS

Company	b/d
Amoco Oil Co.	
Texas City	415,000
Champlin Refining & Chemical Inc. (Formerly Champlin Refining Co.)	
Corpus Christi	130,000
Chevron U.S.A. Inc.	
El Paso	66,000
Port Arthur	329,000
Coastal Refining & Marketing Inc.	
Corpus Christi	85,000
Crown Central Petroleum Corp.	
Pasadena	100,000
Diamond Shamrock Refining & Marketing Co.	
Sunray	110,000
Three Rivers	51,000
Eagle Refining Corp.	
Jacksboro	1,800
El Paso Refining Co. Ltd.	
El Paso	25,500
Exxon Co. U.S.A.	
Baytown	426,000
Fina Oil & Chemical Co.	
Big Springs	55,000
Port Arthur	110,000
Hill Petroleum Co.	
Houston	66,000
Texas City	119,600
Howell Hydrocarbons Corp.	
San Antonio	1,500
	3,000*
Koch Refining Co.	
Corpus Christi	125,000
La Gloria Oil & Gas Co.	
Tyler	46,000
Leal Petroleum Corp.	
Nixon	15,900
	5,000*
Longview Refining Associates	
Longview	13,300
Lyondell Petrochemical Co.	
Houston	290,000
Marathon Petroleum Co.	
Texas City	69,500
Mobil Oil Corp.	
Beaumont	275,000
Petrolite Corp.	
Kilgore	1,000
Phillips 66 Co.	
Borger	105,000
Sweeny	175,000
Polo Chemical Inc.	
San Leon	7,000*
Pride Refining Inc.	
Abilene	28,500
	14,250*
Rattlesnake Refining Corp.	
Wickett	8,000*
Shell Oil Co.	
Deer Park	215,900
Odessa	28,600
South Hampton Refining Co.	
Silsbee	0
Southwestern Refining Co. Inc.	
Corpus Christi	104,000
Star Enterprise	
Port Arthur/Port Neches	225,000
	25,000*
Trifinery	
Corpus Christi	27,000
Valero Refining Co.	
Corpus Christi	20,000
Total	**3,856,100**
	62,250*

UTAH

Company	b/d
Amoco Oil Co.	
Salt Lake City	40,000
Big West Oil Co.	
North Salt Lake	24,000
Chevron U.S.A. Inc.	
Salt Lake City	45,000
Crysen Refining Inc.	
Woods Cross	12,500
Pennzoil Products Co.	
Roosevelt	8,000
Phillips 66 Co.	
Woods Cross	25,000
Total	**154,500**

VIRGINIA

Company	b/d
Amoco Oil Co.	
Yorktown	53,000
Primary Oil & Energy Corp.	
Chester	3,700
Total	**56,700**

WASHINGTON

Company	b/d
Arco Products Co.	
Ferndale	167,000
BP Oil Corp.	
Ferndale	77,400
Chevron U.S.A. Inc.	
Richmond Beach	0
Shell Oil Co.	
Anacortes	85,000
Sound Refining Inc.	
Tacoma	11,900
Texaco Refining & Marketing Inc.	
Anacortes	117,000
U.S. Oil & Refining Co.	
Tacoma	32,400
Total	**490,700**

WEST VIRGINIA

Company	b/d
Phoenix Refining Co. (Formerly Mid-Atlantic Fuels Inc.)	
St. Mary's	19,200
Quaker State Oil Refining Corp.	
Newell	12,500
Total	**31,700**

WISCONSIN

Company	b/d
Murphy Oil U.S.A. Inc.	
Superior	33,000
Total	**33,000**

WYOMING

Company	b/d
Amoco Oil Co.	
Casper	40,000
Frontier Refining Co.	
Cheyenne	38,670
Little America Refining Co.	
Evansville	24,500
Sinclair Oil Corp.	
Sinclair	54,000
Wyoming Refining Co.	
Newcastle	12,555
Total	**169,725**

PUERTO RICO

Company	b/d
Caribbean Gulf Refining Corp.	
San Juan	36,000
Phillips Puerto Rico Core Inc.	
Guayama	0
Sun Co. Inc.	
Yabucoa	85,000
Total	**121,000**

VIRGIN ISLANDS

Company	b/d
Amerada Hess Corp.	
St. Croix	520,000
Total	**520,000**

Source: Energy Information Administration, Petroleum Supply Annual 1989, Vol. 1, published May 1990.

Changes in U.S. Refinery Capacity in 1989

On Jan. 1, 1990, the United States had a total of 205 operable refineries. There were six shutdowns in 1989 and five refineries were reactivated in the U.S. Two new refineries, Polo Chemical Inc. and Sunbelt Refining Co., were activated during the year. Operable capacity was pegged at 15.6-million b/d, down slightly from 15.7-billion b/d, the year earlier level. The increase substantiated indications that large losses of previous years have been subdued, if not reversed.

New Refineries Opened in 1989

Refinery	Location	Total Atmospheric Crude Oil Distillation Capacity (b/d)	Total Downstream Charge Capacity (b/sd)	Date Opened
Polo Chemical Inc.	San Leon, Texas	7,000		12/89
Sunbelt Refining Co.	Coolidge, Ariz.	9,600	3,000	11/89
Total U.S./New			**16,600**	**3,000**

Reactivated Refineries in 1989

Refinery	Location	Total Atmospheric Crude Oil Distillation Capacity (b/d)	Total Downstream Charge Capacity (b/sd)	Date Reactivated
Eagle Refining Corp.	Jacksboro, Texas	1,800	1,800	6/89
ECO Asphalt, Inc.	Long Beach, Calif.	10,550	—	12/89
Longview Refining Associates	Longview, Texas	13,300	13,800	4/89
Rattlesnake Refining Corp.	Wickett, Texas	8,000	10,000	12/89
Sabine Resources Group	Stonewall, La.	10,000	—	12/89
Total U.S./Reactivated		**43,650**	**25,600**	
Caribbean Gulf Refining Corp.	San Juan, PR	36,000	56,300	11/89
Total Puerto Rico/Reactivated		**36,000**	**56,300**	

Refinery Shutdowns in 1989

Refinery	Location	Total Atmospheric Crude Oil Distillation Capacity (b/d)	Total Downstream Charge Capacity (b/sd)	Date Shutdown
City Gas and Transmission Co.	Wilmington, N.C.	10,000	—	12/89
Conoco, Inc.	Egan, La.	2,800	—	2/89
Donna Refining Partners Ltd.	Donna, Texas	4,750	—	12/89
Newhall Refining Co., Inc.	Newhall, Calif.	22,500	26,500	12/89
Unocal Corp.	Nederland, Texas	120,000	63,600	12/89
Warrior Asphalt Refining Corp.	Holt, Ala.	4,000	—	12/89
Total U.S./Shutdown		**164,050**	**90,100**	

Refinery Sales During 1989

Former Owner	Location	Total Atmospheric Crude Oil Distillation Capacity (b/d)	New Owner	Date of Sale
Atlantic Refining and Marketing Co.	Philadephia, Pa.	125,000	Sun Co.	9/89
Mid-Atlantic Fuel	St. Mary's, W. Va.	19,200	Phoenix Refining Co.	8/89
Rock Island Refining Corp.	Indianapolis, Ind.	50,000	U.S. Steel Corp.	11/89
Texas Eastern Corp. La Gloria Oil & Gas Co.	Tyler, Texas	45,000	Crown Central Petroleum	12/89
Unocal Corp.	Lemont, Ill.	147,000	The Uno-Ven Co., Unocal Corp. (50%) Petroles des Venezuela (50%)	11/89

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b/cd=bbl. per calendar day; b/sd=bbl. per stream day.

Source: Energy Information Administration, Petroleum Supply Annual 1989, Vol. 1, published May 1990.

Refinery Capacity Increases Slightly in 1989

The number of refineries operating in the U.S. increased from 204 as of Jan. 1, 1989, to 205 on Jan. 1, 1990. Two new refineries began operating during 1989 and five refineries were reactivated during the year. New and reactivated refineries added 60,250 b/d to U.S. operable atmospheric crude oil distillation capacity. There were six refinery shutdowns during 1989. These refineries accounted for 164,050 b/d of U.S. operable atmospheric crude oil distillation capacity. The largest refinery shutdown was the Unocal plant at Nederland, Texas, which had atmospheric crude oil distillation capacity of 120,000 b/d and total downstream capacity of 63,600 b/d. The Unocal Nederland site has been operated as a refined products terminal since Jan. 1, 1990.

Operable atmospheric crude oil distillation capacity was 15.6-million b/d as of Jan. 1, 1990, down slightly from the comparable level in 1989. Of this operable capacity, 0.5-million b/d were idle on Jan. 1, 1990. Idle capacity was down 20.8% from the level as of Jan. 1, 1989. Idle capacity was reduced primarily by the shutdown of the Unocal refinery at Nederland, Texas, and by a change in status of 67,000 b/d of capacity at the Exxon refinery located in Bayton, Texas, from idle on Jan. 1, 1989, to permanently shutdown on Jan. 1, 1990.

The operable refinery utilization rate increased from 84.4% in 1988 to 86.3% during 1989. Higher utilization during 1989 resulted from a 1.4% decrease in average operable atmospheric crude oil distillation capacity and a 0.8% increase in gross inputs (crude and other oils) to atmospheric crude oil distillation units.

Average atmospheric crude oil distillation capacity during 1989 was 15.7-million b/d while gross inputs (crude and other oils) to atmospheric crude oil distillation units averaged 13.6-million b/d.

The operating utilization rate, which reflects refinery utilization if all idle capacity is removed from the operable capacity, was 90.2% during 1989. This was up from the operating utilization rate of 89.8% in 1988.

As of Jan.1, 1990, charge capacities for most downstream processing units associated with gasoline production increased during 1989. The exception was catalytic reforming capacity, which was essentially unchanged at 3.9-million b/d. Catalytic hydrocracking charge capacity grew 3.5% to 1.3-million b/d. Charge capacities for catalytic cracking (fresh feed) and thermal cracking increased 2.2% to 5.4-million b/d, and 1.7% to 2.1-million b/d, respectively. As of Jan. 1, 1990, catalytic hydrotreating charge capacity was 9.5-million b/d. 1.0% above the comparable 1989 level.

Catalytic hydrotreating is a process for removing sulfur and other undesirable constituents from petroleum fractions. The increase in catalytic hydrotreating capacity reflects refining industry preparation for expected stricter environmental regulations which will reduce allowable sulfur levels in distillate fuel oil.

Catalytic hydrotreating capacity is also needed to permit refiners to input high sulfur crude oil in order to control raw materials costs. Vacuum distillation charge capacity, which allows refiners to distill heavy crude oil and residual oils from atmospheric distillation units, increased slightly during 1989. Processing of heavy crude oils results in reduced raw materials costs to refiners.

Crude oil receipts at refineries averaged 13.7-million b/d during 1989, 1.3% above the 1988 level. Receipts of foreign crude oil increased for the fourth consecutive year, and the percentage of domestic crude oil received fell from 60.9% to 56.1%. Receipts in foreign crude oil by tanker increased almost 12% in 1989 from the 1988 level.

Operable Refineries

(As of January 1 of each year)

Year	No. of refineries	Change from preceding year	Operable capacity	Change from preceding year
1990	205	—	15,572	-83
1989	204	-9	15,655	-251
1988	213	-6	15,916	+350
1987	219	+3	15,566	+107
1986	216	-7	15,459	-200
1985	223	-24	15,659	-478
1984	247	-11	16,137	-722
1983	258	-43	16,859	-1,030
1982	301	-23	17.890	-731
1981	324	+5	18,621	+632
1980	319	+8	17,989	+547

Source: Energy Information Administration, Petroleum Supply Annual 1989, Vol. 1, published May 1990, plus industry sources for supplemental data.

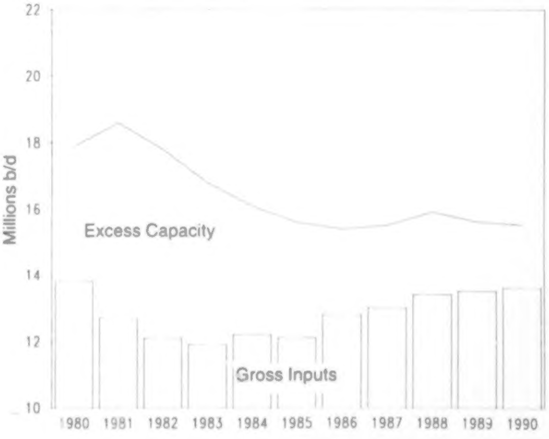
Inputs and Utilization

(Avg. for calendar year)

Year	Gross input	Percent utilized	Percent idle	Excess volume
1990	13,600	86.3%	13.7%	1,972
1989	13,563	86.4	13.5	2,092
1988	13,447	84.4	15.6	2,459
1987	13,003	83.1	16.9	2,690
1986	12,826	83.0	17.0	2,633
1985	12,165	77.6	22.6	3,494
1984	12,216	76.2	23.8	3,921
1983	11,947	71.7	28.3	4,912
1982	12,172	69.8	30.2	5,718
1981	12,751	68.5	31.5	5,870
1980	13,834	76.9	23.1	4,153

Source: Energy Information Administration, Petroleum Supply Annual 1989, Vol. 1, published May 1990, plus industry souces for supplemental data.

Gross Inputs and Excess Capacity



Source: Energy Information Administration, Annual Energy Review, 1986 (1980-1986), and Petroleum Supply Annual 1989, Vol. 1, published May 1990

Shell Storage Capacity – 1989 (a)

(Add 000 bbl.)

		Gasoline			Fuel Oil				
	Crude Oil	Finished Leaded	Finished Unleaded	Blending Components	Middle Distillates	Residual Fuel Oil	Asphalt and Road Oil	Total (b) Products	Total Crude Oil & Products
PAD District 1									
New Jersey	9,899	273	11,125	5,642	11,762	7,195	1,912	49,666	59,565
Pennsylvania	10,914	399	3,985	3,555	4,369	2,447	1,700	29,299	40,213
Other States (c)	6,437	166	4,044	2,568	9,280	4,601	1,937	27,227	33,664
Total	**27,250**	**838**	**19,154**	**11,765**	**25,411**	**14,243**	**5,549**	**106,192**	**133,442**
PAD District 2									
Illinois	7,705	938	5,494	5,564	5,944	1,498	1,985	38,756	46,461
Indiana	2,891	264	2,861	3,204	3,411	1,525	1,487	21,382	24,273
Kansas	2,998	1,965	2,635	1,652	3,299	528	1,190	20,234	23,232
Ohio	3,757	385	2,223	2,915	1,849	448	913	14,754	18,511
Oklahoma	4,043	1,349	3,009	2,432	3,513	270	1,733	22,208	26,251
Other States (c)	6,264	866	4,632	3,730	6,330	1,824	4,959	30,611	36,875
Total	**27,658**	**5,767**	**20,854**	**19,497**	**24,346**	**6,093**	**12,267**	**147,945**	**175,603**
PAD District 3									
Alabama	2,427	91	680	305	1,003	700	694	5,092	7,519
Arkansas	2,377	55	365	109	694	82	635	2,072	4,449
Louisiana	29,817	673	8,633	11,308	14,173	7,214	1,349	88,424	118,241
Mississippi	5,921	360	2,535	2,072	3,031	876	1,073	17,350	23,271
New Mexico	962	199	244	705	592	420	378	4,192	5,154
Texas	57,063	3,070	26,346	21,174	25,095	11,569	2,947	209,733	266,796
Total	**98,567**	**4,448**	**38,803**	**35,673**	**44,588**	**20,861**	**7,076**	**326,863**	**425,430**
PAD District 4									
Colorado	749	360	449	595	535	480	478	4,013	4,762
Montana	1,342	777	527	1,803	1,247	191	1,909	8,540	9,882
Utah	1,462	428	633	1,336	1,036	197	576	6,057	7,519
Wyoming	970	692	806	1,476	1,732	710	1,485	8,325	9,295
Total	**4,523**	**2,257**	**2,415**	**5,210**	**4,550**	**1,578**	**4,448**	**26,935**	**31,458**
PAD District 5									
Alaska	1,132	85	263	291	841	1,168	90	3,691	4,823
California	32,449	2,897	10,285	14,893	8,836	9,131	3,056	99,121	131,570
Washington	8,583	1,127	1,770	2,491	2,369	1,538	351	16,661	25,244
Other States (c)	4,156	9	228	661	551	1,473	758	5,420	9,576
Total	**46,320**	**4,118**	**12,546**	**18,336**	**12,597**	**13,310**	**4,255**	**124,893**	**171,213**
U.S. Total	**204,318**	**17,428**	**93,772**	**90,481**	**111,492**	**56,085**	**33,595**	**732,828**	**937,146**

Working Storage Capacity – 1989 (a)

(Add 000 bbl.)

		Gasoline			Fuel Oil				
	Crude Oil	Finished Leaded	Finished Unleaded	Blending Components	Middle Distillates	Residual Fuel Oil	Asphalt and Road Oil	Total (b) Products	Total Crude Oil and Products
PAD District 1									
New Jersey	8,730	269	10,099	4,331	10,887	6,710	1,683	44,511	53,241
Pennsylvania	9,523	342	3,489	3,108	3,904	2,164	1,501	26,238	35,761
Other States (c)	5,500	158	3,742	2,326	8,748	4,397	1,832	24,781	30,281
Total	**23,753**	**769**	**17,330**	**9,765**	**23,539**	**13,271**	**5,016**	**95,530**	**119,283**
PAD District 2									
Illinois	6,778	867	4,942	4,558	5,205	1,399	1,879	34,938	41,716
Indiana	2,426	232	2,420	2,676	3,025	1,403	1,306	18,851	21,277
Kansas	2,765	1,862	2,431	1,464	3,117	488	1,114	18,839	21,604
Ohio	3,320	310	1,874	2,433	1,673	342	837	12,937	16,257
Oklahoma	3,503	1,180	2,711	2,290	3,213	240	1,563	20,039	23,542
Other States (c)	5,609	759	4,153	3,446	5,897	1,698	4,557	28,178	33,787
Total	**24,401**	**5,210**	**18,531**	**16,867**	**22,130**	**5,570**	**11,256**	**133,782**	**158,183**
PAD District 3									
Alabama	2,048	91	580	288	877	582	567	4,349	6,397
Arkansas	2,103	50	329	98	645	74	577	1,893	3,996
Louisiana	23,760	554	7,091	9,077	12,162	6,106	1,136	75,122	98,882
Mississippi	5,244	320	2,349	1,969	2,795	824	907	15,978	21,222
New Mexico	841	160	196	640	494	350	368	3,640	4,481
Texas	48,918	2,752	23,056	18,821	22,830	10,448	2,695	186,607	235,525
Total	**82,914**	**3,927**	**33,601**	**30,893**	**39,803**	**18,384**	**6,250**	**287,589**	**370,503**
PAD District 4									
Colorado	688	331	414	545	508	457	463	3,762	4,450
Montana	1,156	688	460	1,605	1,150	171	1,743	7,758	8,914
Utah	1,259	376	543	1,194	972	181	556	5,490	6,749
Wyoming	915	634	746	1,371	1,636	689	1,449	7,850	8,765
Total	**4,018**	**2,029**	**2,163**	**4,715**	**4,266**	**1,498**	**4,211**	**24,860**	**28,878**
PAD District 5									
Alaska	1,065	80	248	277	802	1,119	86	3,509	4,574
California	27,095	2,413	8,761	12,290	7,859	8,059	2,788	85,758	112,853
Washington	7,595	1,025	1,585	2,189	2,169	1,416	339	14,855	22,450
Other States (c)	3,649	8	212	618	515	1,401	722	5,096	8,745
Total	**39,404**	**3,526**	**10,806**	**15,374**	**11,345**	**11,995**	**3,935**	**109,218**	**148,622**
U.S. Total	**174,490**	**15,461**	**82,431**	**77,614**	**101,083**	**50,718**	**30,668**	**650,979**	**825,469**

(a) Shell Storage Capacity–design capacity of the tank; Working Storage Capacity–difference in volume between the maximum safe fill capacity and tank bottom.

(b) All other products include ethane, isobutane, pentanes, plus other hydrocarbons, hydrogen, alcohol, unfinished oils, finished aviation gasoline, special naphthas, wax, petroleum coke, still gas, petrochemical feedstocks and miscellaneous products.

(c) Other states include: **Pad District 1:** Connecticut, Delaware, Florida, Georgia, Maryland, New York, North Carolina, Virginia, West Virginia; **Pad District 2:** Kentucky, Michigan, Minnesota, Missouri, North Dakota, Tennessee, Wisconsin; **Pad District 5:** Arizona, Hawaii, Nevada, Oregon.

Source: Energy Information Administration, Petroleum Supply Annual 1989, Vol. 1, published May 1990.

Estimated Storage Capacities and Inventory Levels in Petroleum Distribution Systems — 1988 (a)

(Millions of bbl.)

	Primary			Secondary			Tertiary			Total		
Capacity	Capacity	Inventory	% Used	Capacity	Inventory	% Used	Capacity	Inventory	% Used	Capacity	Inventory	% Used
Crude Oil (b)	508	343	66%	—	—	—	—	—	—	508	342	66%
Selected Products												
Motor Gasoline	451	231	51	92	48	52	109	63	58	652	342	52
Kero - Jet Fuel	82	40	49	—	—	—	22	11	50	104	51	49
Distillates	261	89	34	37	15	41	255	113	44	553	217	39
Residual	117	44	38	4	2	50	185	60	32	306	106	35
Total	**911**	**404**	**44**	**133**	**65**	**58**	**571**	**247**	**43**	**1,615**	**716**	**44**
Grand Total	**1,419**	**747**	**508**	**133**	**65**	**49**	**571**	**247**	**43**	**2,123**	**1,059**	**66**

(a) As of March 3, 1988, when this survey was completed. Survey includes only selected products.

(b) Survey excludes SPR and 10.6-million bbl. of lease stocks.

Storage Capacities, Inventories Down, But Not Much

On an irregular basis, the National Petroleum Council has been providing the federal government and the petroleum industry with studies and estimates of shell storage capacities and basic inventories in the primary, secondary and tertiary distribution systems.

The latest one, based on a 1988 study, was published in April 1989. This one, as did the others dating back to 1948, pretty well confirmed what the industry has long known: that shell capacities of storage tanks are relatively static while inventories bounce up and down depending on the product, i.e., gasoline, and the season (winter vs. summer). Home heating oil inventories, for example, may be near peaks in the fall and be just the reverse in early summer, at the end of the heating season.

This and other studies confirm the flexibility of the systems and their inventories. Over the long haul, for example, data show that the industry generally has about twice as much shell capacity as it normally uses.

Here's what prior surveys show:

Date of NPC Survey	Inventories as a % of Tank Capacities
March 1948	42%
June 1950	45
March 1952	45
March 1954	48
March 1957	45
Sept. 1962	50
Sept. 1969	53
Sept. 1973	48
Sept. 1978	48
March 1983	40
March 1988	41

In its studies, NPC uses primary, secondary and tertiary levels or storage and inventories. Primary storage is the over-all perspective that includes crude oil and key products, such as gasoline, diesel, distillates and heavier oils; essentially what it takes to make the system operate.

Secondary distribution takes into consideration the additional facilities needed to link the primary system to the consumers. It is broken down into two key areas: bulk plants and retail gasoline outlets.

Bulk plants, of which there were 15,000 in 1988 compared with 18,000 in 1983, are the storage facilities that have a total storage capacity of less than 50,000 bbl. and do not receive product deliveries via barge, ship or pipeline. Retail motor fuel fuel outlets are defined as facilities that dispense motor fuel to end-users, including service stations, truckstops and convenience stores. In its 1988 study, NPC used an estimate of 170,000 for its base figure in this category. NPC said this category had a storage capacity of 83-million bbl. with inventories of about 44-million bbl.

The tertiary storage segment was considered to be the ultimate consumer, i.e. agriculture, government, transportation.

Shell capacities and inventories for all three distribution segments are detailed in the various tables in this report.

Shell Capacity Principal Products, 1984 — 1990

(Thousands of bbl.)

	Gasoline					
Year	Crude	Leaded	Unleaded	Total	Distillates	Residual
1984	207,460	51,244	59,146	110,440	19,169	64,260
1985	207,440	54,929	69,393	124,322	120,800	66,065
1986	205,524	42,594	73,878	116,472	115,452	61,395
1987	215,055	35,550	74,911	110,461	107,722	62,260
1988	204,208	29,331	83,530	112,861	114,767	57,053
1989	204,318	17,428	93,772	111,200	111,492	56,081
1990	N/A	N/A	N/A	N/A	N/A	N/A

Sources: Energy Information Administration, Petroleum Supply Annual, 1984–1989, and National Petroleum Council, Petroleum Inventories and Storage, Vol. 4, published April 1989.

Primary

Shell Capacity of Tankage in Operation or Under Construction

(Millions of bbl.)

	In Operation or Under Construction		Idle But Available*	Total	% Change
	3/31/88	3/31/83		3/31/88	1988 vs. 1983
Crude Oil	508	509	18	526	3.3%
Motor Gasoline	452	459	17	469	2.2
Kero - Jet Fuel	82	68	4	86	26.5
Distillates	261	296	19	280	(5.4)
Residual	117	147	7	124	(15.6)
Total	**1,420**	**1,479**	**65**	**1,485**	**(0.4)**

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*Idle but reactivated within 90 days.

Secondary

Shell Capacity and Inventories, 1988 vs. 1983

(Millions of bbl.)

	Capacity			Inventory		
	1988	1983	% Change	1988	1983	% Change
Motor Gasoline	92	101	(8.9%)	48	35	37.1%
Diesel/Distillates	37	42	(11.9)	15	10	50.0
Residual	4	6	(33.3)	2	2	0.0
Total*	**133**	**149**	**(10.9)**	**66**	**47**	**40.4**

Retail Motor Fuel Outlets

	Capacity			Inventory		
	1988	1983	% Change	1988	1983	% Change
Motor Gasoline	75	79	(5.1%)	40	26	53.8%
Diesel/Distillates	8	5	60.0	4	2	100.0
Total*	**83**	**84**	**(1.1)**	**44**	**28**	**57.1**

Bulk Plants

	Capacity			Inventory		
	1988	1983	% Change	1988	1983	% Change
Motor Gasoline	17	22	(22.7%)	8	9	(11.1%)
Diesel/Distillates	29	37	(21.6)	11	8	37.5
Residual	4	6	(33.3)	2	2	0.0
Total*	**50**	**65**	**(23.1)**	**22**	**19**	**15.8**

Tertiary

Shell Capacity in Tertiary Storage and Inventory

(Millions of bbl.)

	Capacity			Inventory		
	1988	1983	% Change	1988	1983	% Change
Sector						
Agriculture	40	41	(2.4%)	14	14	0.0
Commercial	33	37	(12.1)	7	8	(12.5)
Electric Utilities	175	213	(17.8)	61	91	(33.0)
Industrial	52	61	(14.8)	10	17	(41.2)
Military/Government	48	56	(14.3)	18	23	(21.7)
Residual	79	100	(21.0)	50	55	(9.1)
Transportation	144	134	7.5	87	61	42.6
Total*	**571**	**642**	**(11.1)**	**247**	**269**	**(8.2)**
Product						
Motor Gasoline	109	103	5.8	63	42	33.3
Diesel/Distillate	255	282	(9.6)	113	131	(13.7)
Kero - Jet Fuel	22	21	4.8	11	11	0.0
Residual	185	237	(21.9)	60	86	(30.2)
Total*	**571**	**642**	**(11.1)**	**247**	**269**	**18.2**

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*Surveyed products only.

Source: National Petroleum Council, Petroleum Inventories and Storage, Vol. 4, published April 1989.

NOTE

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